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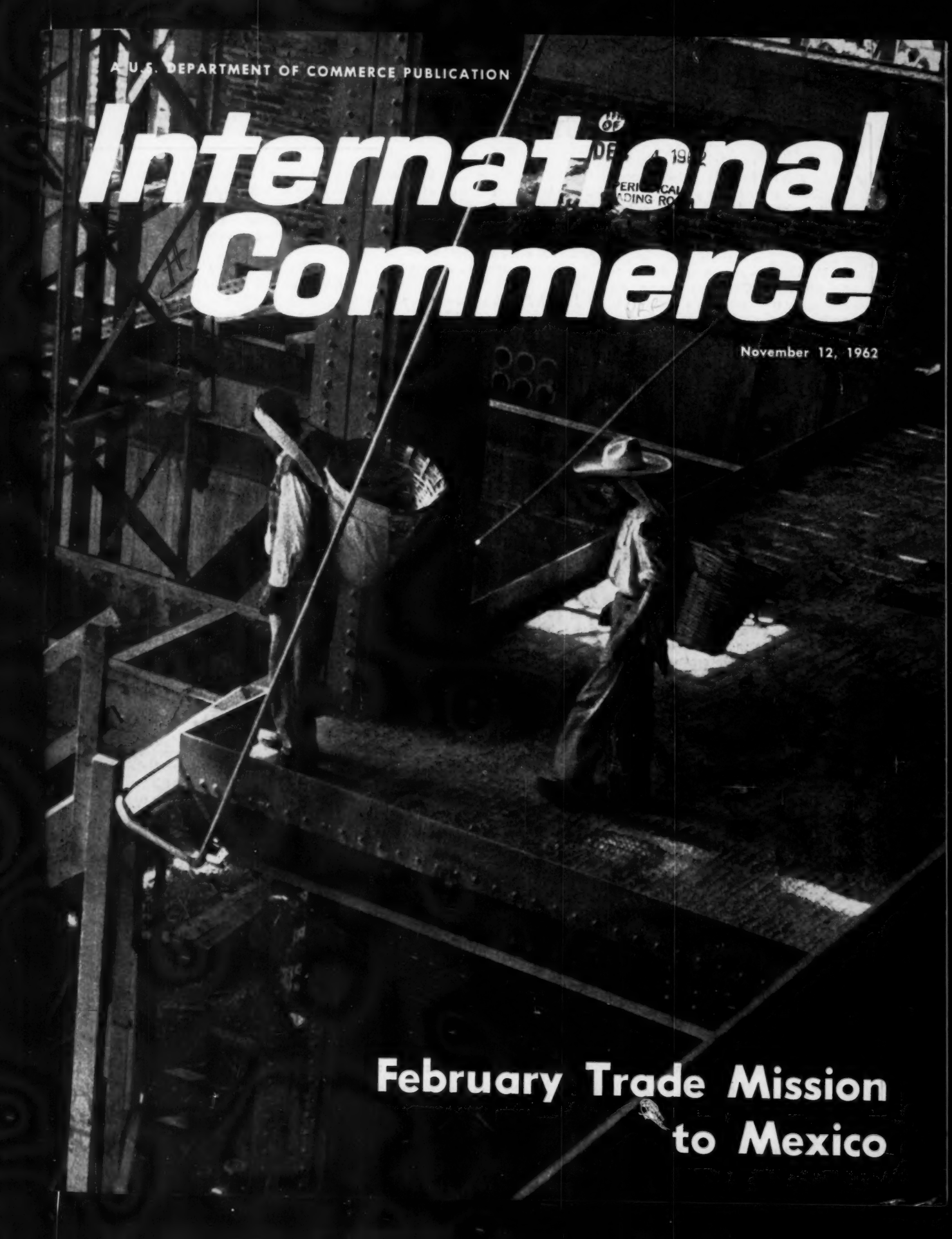

February Trade Mission to Mexico

Business Bulletins *from around the world*

ARGENTINA—50% prior deposit requirement for future exchange contracts—reinstituted July 1962 (*International Commerce*, July 30, p. 2)—has been eliminated.

AUSTRALIA—At request of domestic producers, Government grants temporary tariff increase (October 12) on imports of steel pipe fittings under Tariff Item 152(C)(2). Emergency increase amounts to 12½% ad valorem and is in addition to ordinary most-favored-nation duty of 5d. (5¢) per pound or 30% ad valorem. U.S. exports to Australia of these items in 1961 valued at nearly $500,000.

Domestic industries apply to Tariff Board for more protection against imports of electrically-operated domestic sewing machines, sewing machine heads, and parts now under Tariff Item 168(A)(5) at 7½% ad valorem. U.S. exports to Australia of these items in 1961 amounted to more than $725,000.

CEYLON—5-year tax holiday to be allowed for new industrial enterprises under new income tax amendment act. Income of foreign experts employed by Government or Government-owned corporations to be tax-exempt.

HONG KONG—Some 7,000 visitors attended 2nd Annual Office Equipment Exhibition in September. American equipment, especially major electronic computer and other data-processing machines, aroused considerable interest. Competition to increase among U.S., U.K., Japan, Sweden, and other equipment producers; U.S. urged to participate as actively as possible in future displays.

INDIA—Inauguration of wheel and axle plant marks completion of integrated public sector steel plant at Durgapur, built by British. Plant has rated capacity of 45,000 wheel-sets a year (38,000 broad-gauge and 7,000 meter-gauge), which will rise to 93,000 sets after doubling of Durgapur ingot capacity to 1.6 million tons during third 5-year plan.

Government to allow Burmah-Shell and ESSO Standard Eastern to continue at full capacity in October-December quarter, holding down petroleum imports and saving foreign exchange. Similar permission under discussion for Caltex. Minister of Mines and Fuel rules out further expansion by private companies, however.

LUXEMBOURG—August imports of U.S. goods valued at $31 million, 9% of total imports, and $3 million above August 1961. January-August figures show U.S. holds 10.1% ($297 million) of total BLEU import market as opposed to 8.8% ($243 million) in like period 1961.

NEPAL—Bids accepted for construction of foundation and basement floor of new 114-room Soaltee Hotel in Kathmandu. To cost about $1.3 million, hotel will more than double rooms for Western tourists in Kathmandu. U.S. air conditioning being procured.

NETHERLANDS—Alumina plant for refining bauxite to be built by Swiss Aluminiumindustrie A. G. in Botlek area on New Waterway near Rotterdam. Involves estimated 800 million guilders ($221 million) investment over 10-year period. Alumina to be shipped outside for conversion to aluminum.

Subsidiary of Technical Tape Corporation of New Rochelle, N.Y., to produce polyethylene film and tape at Zevenbergen starting early 1963. Most of output intended for further processing in firm's U.S. plants.

PAKISTAN—Karachi Municipal Corporation examining 2 sample parking meters from abroad. If approved, early supply may be ordered.

West Pakistan Industrial Development Corporation (WPIDC) proposes to build fertilizer plant at Kashmor for $52.5 million. Would produce 132,000 tons of urea per year from natural gas. If Government approves, WPIDC to go ahead.

SOUTH AFRICA—Post Office to spend about $154 million in next 6 years on telecommunications expansion. Included will be new trunk plant and trunk lines for direct dialing, installation of 200,000 new telephones, conversion of 40 manual exchanges to automatic operations, linking 6,000 telex machines to direct dialing facilities, and establishment of high-capacity microwave networks.

SWEDEN—Minister of Agriculture introduces bill for ratification of new International Wheat Agreement replacing previous pact expired on July 31, 1962. Soviet Union's participation welcomed by Swedes because inclusion of all major wheat-exporting countries expected to effectively exclude any dumping. Sweden normally exports surplus quantities of wheat to West Germany, but poor harvests mean negligible exports this year.

TAIWAN—Sale of land at the Liutu Industrial District (northern Taiwan) proceeding satisfactorily as development of district approaches final stage. Investors manufacturing pharmaceuticals, soap, handicraft products and plastic containers have purchased land. Price of land in fourth quarter 1962 running about $8.40 per ping (36 sq. ft.)—subject to slight adjustment once every quarter.

THAILAND—International Trade Fair to be held at Lumpini Park, Bangkok, February 1-17. Official U.S. participation not planned.

Government has slightly raised business tax on imported detergents. Thailand in 1961 imported almost 7,000 metric tons of soap, soap powder, and detergents, valued at $3.6 million.

URUGUAY — Italian-built hydrofoil passenger vessels put into service on Rio de la Plata between Colonia, Uruguay, and Buenos Aires by Argentine company. Vessels carry over 100 persons and make 50-minute crossing compared with 3-hour average required by ferry boats.

VIET-NAM—Week after October 1 opening of Government-owned Commercial Credit Bank savings department, 1,378 savings accounts were opened by individuals. Designed to encourage "saving habit," Bank pays 1.5% interest per year and offers chance to win lottery.

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U.S.
Department
of Commerce

Luther H. Hodges
Secretary

Assistant Secretary for Domestic
and International Business
Jack N. Behrman

Deputy Assistant Secretary and
Administrator, Business and
Defense Services Administration
Daniel L. Goldy

Director, Bureau of International
Commerce
Eugene M. Braderman

Frederic S. Otis, Managing Editor

Americo A. W. Favale
Director of Graphics

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About the Cover

Typical of the progress being made in Mexico is the rapid expansion of the country's hydroelectric power. The photo shows construction work on a thermal power plant at Lecheria, near Mexico City. The plant is owned by Mexlight, a privately owned firm which supplies power to the capital city. The project, now completed, was financed by a World Bank loan.

International Commerce

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SHOWS SCOPE OF ONE FIRM'S PRODUCTS: Showing the broad scope of items manufactured by a General Electric subsidiary in Mexico, GESA de C.V., the items indicate the market that exists in our neighbor on the south for modern products. The Trade Mission to Mexico will handle business proposals.

'ALLIES IN PROGRESS'

Department searching for 5 experts to represent U.S. on Trade Mission to Mexico

Businessmen with particular experience in industrial and machinery fields required for mission organized to improve export position and overcome intensified competition

The first U.S.-sponsored Trade Mission to Mexico is scheduled for February 16-March 16, 1963. Mexico is the first-ranking Latin American customer of the U.S., but increased effort is warranted to sustain and improve the export position, according to the Dept. of Commerce. Attrition of the U.S. share of the Mexican market has been occurring as competition from other supplying countries is intensified.

The Mission to Mexico will include businessmen with particular experience in selected industrial fields where studies of Mexico's needs suggest potential increased sales. The Mission, identified as an "Industrial and Machinery Mission," will consist of five as yet unselected businessmen in the following categories: Machine Tools, Materials Handling, Industrial Chemicals, Food Processing and Licensing-Export Financing.

It is planned to have the Mission in Mexico during the U.S. Exhibition, scheduled for Mexico City, February 8-28. This exhibit, which has as its theme "Allies in Progress," will display American-made industrial, agricultural, materials handling and earth-moving equipment; office business machines including computers, along with other products and equipment of American industries. The Mission will also be present during Mexico's Home Fair scheduled for the month of March, which will feature Mexican products particularly in the fields of consumer goods and handicrafts.

The U.S. Industrial and Machinery Mission will hold meetings with the principal trade groups in Mexico to explore the opportunities for increased trade. However, the major portion of its time will be spent interviewing individual businessmen where specific business proposals can be exchanged. As a result of these interviews, it is expected that the Mission will be able to report back to the American business community several hundred specific opportunities for American firms to do business in Mexico not only in the direct export of goods and services but also opportunities for joint ventures and licensing.

It is planned to establish a Trade Information Center in Mexico City in conjunction with the United States Government-sponsored exhibit. The Trade Information Center will feature a 1,000-volume library consisting of U.S. trade publications and directories. Office quarters will also be established at the Trade Information Center where it is expected that the bulk of the individual interviews will occur. In addition to Mexico City, the Mission will spend time in other cities —Guadalajara, Monterrey, Puebla, and the Irapuato industrial area where meetings and interviews will also be arranged. The program for the Mission is still in the developing stage, and the specific schedule and itinerary of the Mission now being formulated will be announced later.

Need 5 men

The following is a summary of the business experience desired for the Mission

To step up selling efforts in Mexico

and all qualified businessmen (with a knowledge of Spanish language desirable) wishing to serve are invited to submit their applications to the Director of the Trade Mission Program, U.S. Department of Commerce, Washington 25, D.C., or to any of the Department of Commerce Field Offices.

- **Machine tool specialist:** Experienced in uses of wide range of standard and specialized semi-automatic and fully automatic metal-working machinery and equipment. Qualified to discuss advantages in use of same, including savings in cost per piece and production, time, increased accuracy, higher quality and greater output of finished product. Should have knowledge of U.S. sources of supply and be able to demonstrate advantages and competitive superiority of U.S. equipment and services.
- **Materials handling equipment:** Expert in construction and operation of widely varied types of materials handling machinery and equipment designed to improve efficiency in factories, ports and industry in general; includes chain, bucket, slot conveyors, overhead and in the floor installations, tubular roller and belt types. Familiarity with bulk handling equipment for coal, ore, fertilizers, etc., and fork-lift type trucks also desirable. Knowledge of U.S. sources of supply advantageous and should be able to demonstrate advantages and competitive superiority of U.S. equipment.
- **Industrial chemicals:** Engineer widely experienced in use of industrial chemicals, with specific knowledge of their uses and processing in private industry of those derived from basic petro chemicals produced or to be produced by PEMEX (State Petroleum Corporation); latter include ammonia, benzene, toluene, xylenes, isopropyl, alcohol, styrene, vinyl, chloride and ethylene. Also with broad knowledge of equipment and technical knowhow employed in transformation of industrial chemicals into intermediate or finished products, and able to demonstrate advantages and competitive superiority of U.S. equipment.
- **Food processing:** Experienced in latest processes and developments primarily in canning and secondarily in freezing and dehydration of vegetables, fruits, fish and meats. (Possibilities for freezing and dehydrating are currently limited principally to export products.) Preferably, engineer familiar with design and operations of machinery and equipment used in most modern plants in U.S., with knowledge of sources of supply for same and able to point out superior operating characteristics and advantages of U.S. equipment.
- **Licensing-export financing:** Authority on terms and conditions governing licensing arrangements for manufacture abroad of U.S.-brand consumer and other products. (Knowledge of preparation of feasibility studies abroad desirable.) Familiar with both private and governmental credit sources, conditions and requirements for medium and long-term financing of exports, especially capital goods and other relatively high-cost exports; preferably with practical experience in these fields.

Why Mexico?

The U.S. share of the Mexican import market has been steadily decreasing with the resumption of European and Asian competition. Since 1951, the U.S. proportion of the Mexican market has dropped from about 82% to about 68% in 1961. The increase in competition from Europe and Asia has been an important factor. These countries have stepped up their selling efforts in Mexico. In recent years the French, Japanese, Russians and Italians have put on major trade fairs there. There have been numerous trade missions including those from Australia, Canada, Spain, England and Brazil.

Mexico was the 6th largest U.S. customer in 1961 and the largest single U.S. market in Latin America. The U.S. can not afford to take this market for granted.

There has never been a U.S. Trade Mission to Mexico and the decision to send one was based on three requirements: 1—to promote the sale of U.S. products; 2—to gauge current market potentials as a means of guiding U.S. exporters, and; 3—to demonstrate U.S. interest in Mexico.

The U.S. is putting on its first major trade exhibition in Mexico starting in February. It will include displays of an industrial, scientific and cultural nature. (See story on another page.) The exhibition will undoubtedly receive wide publicity and attract much attention. A Trade Mission is being sent at the same time to back up the exhibition and to capitalize on the publicity and interest which the exhibition generates.

Only 9 questions need answering for Mexican BP's

Business proposals to be printed in booklet form and given wide distribution in Mexico

American businessmen who may have overlooked the Mexican market and now wish to do business there, will find that the members of the first U.S. Industrial and Machinery Mission to Mexico will give them personal, on-the-spot assistance.

The medium designed to provide this action is the Business Proposal (BP) service offered by the U.S. Department of Commerce's Trade Mission Program. Any business having a product or service to sell, or looking for an agent or distributor, or desiring any other kind of business arrangement in Mexico, has only to write a letter (original and 2 copies) to the Director, Trade Missions Program, Department of Commerce, Washington 25, D.C., or to any Commerce Field Office. At the service of such business will be five U.S. businessmen with backgrounds in machine tools, materials handling equipment, industrial chemicals, food processing and licensing. They will compose the U.S. Industrial and Machinery Mission to Mexico scheduled for February 16-March 16, 1963. These men will be particularly qualified to render assistance on Business Proposals in these industrial fields, but Business Proposals need not be limited to these categories, as all types will be accepted by the Mission.

Business proposals, but not the firm name and address, will be published in summary form in a booklet which will be distributed to thousands of Mexican businessmen during the visit of the Trade Mission.

The proposals will be discussed personally by the mission members with interested and reputable Mexican businessmen who will be furnished with firm names and addresses and advised to communicate directly. All will be notified by the Mission Director of the Mexican firms which were interested in their proposal.

Answer 9 questions

To submit a business proposal, answer these nine questions on company letterhead before the deadline of January 5:

❶ Do you now have business connections in Mexico, or are you represented there? (If you have an exclusive representative, the Trade Mission cannot locate another agent for you.) If you are represented, by whom?

❷ Have you had previous business experience in Mexico?

❸ What products do you wish to sell or what purchase in Mexico, and/or what type of business transactions do you wish to make? Please describe products in detail.

❹ Do you wish to obtain an agent in Mexico, or do you prefer to export directly?

❺ Do you prefer to import for your own account or to act as an agent?

❻ Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital with a qualified firm?

❼ Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.

❽ To what extent are you prepared to sell on long-term credit?

❾ What type of company would be qualified to transact your business?

All the information you provide will contribute to the most successful selling approach possible. Don't hesitate to illustrate your proposition by including catalogs and brochures along with indications of the size and scope of your operations.

Business proposals should be submitted as soon as possible to allow for processing, publication and dissemination. Deadline date: January 5th.

JAPAN'S SOYBEAN IMPORTS

Japan's imports and consumption of soybeans during the Japanese fiscal year (JFY) which began April 1, 1962, are expected to increase substantially from JFY 1961, according to the Government's Demand and Supply Program.

Exports to Mexico

U.S. exports to Mexico in the first half of 1962 including re-exports amounted to $374.6 million compared with $411.5 million for the last half of 1961, and $385.1 million for the first half of 1961.

The U.S. share of the Mexican market was 68.2% in the January-June 1962 compared with 68.8% in calendar 1961.

Production goods accounted for over 80% of Mexico's total foreign purchases. Mexico's increasing industrialization is reflected in its imports. Purchases of automobiles for assembly, machinery parts, chemical fertilizers and insecticides rose while purchases of industrial machinery, trucks, tractors and tractor parts, auto parts and petroleum products declined.

Foreign exchange reserves as of August 31 amounted to $417. million ($382.4 million a year ago).

Business activity, sluggish for some time, reportedly is now picking up. Some sources predict that if activity-levels continue, the increase in GNP over 1961 might reach 4.5 to 5%. Apart from the apparent pick-up in Mexican business activity, other factors may boost U.S. 1962 export possibilities. These include domestic economic development plans and international and AID financing activities. Whatever the marketing possibility forecast by the aforementioned developments may be by and large in terms of U.S. exports they will be determined by the aggressive competition of our exporters.

Customs liberalizes border controls, Mexico-Calif.

The Bureau of Customs has announced that the 24-hour minimum absence requirement for U.S. citizens returning on the California-Mexican border, will be eliminated on November 16th.

The effect of the decision is to entitle U.S. residents to the $100 exemption, regardless of the length of their stay outside the United States. There is no minimum absence requirement elsewhere on the border.

Tourists will be allowed to return with $100 in duty-free merchandise every 31 days, provided the articles acquired are as an incident of the trip. Formerly, tourists were required to remain in Mexico for 24 hours before being allowed the $100 in duty-free purchases. Tijuana has a special attraction for shoppers because it is located in the "free zone" where some merchandise from Europe and Asia can be imported without payment of Mexican customs duty.

Perth airport enlarged to accomodate jet planes

Australia's newest international air terminal was opened in Perth on October 12. Costing about $1 million, it is the last stage in a $2.7 million overall project to enlarge Perth airport to international jet standards.

The terminal is expected to carry heavy traffic during the Commonwealth Games in Perth, November 22 to December 1.

NOW UNDER WATER: The village of Santo Tomas de los Platinos became a victim of the growing demands of Mexican industrial economy a few years ago when the valley was flooded as part of a reservoir for hydroelectric power supplying industry.

3-agency agreement made to facilitate clearance of air shipment cargo

Procedure to be carried out on 6-month trial basis; method to enable U.S. exporters to speed deliveries

A 3-way Government agreement to facilitate clearance of air cargo for export will go into effect Dec. 1 for a trial period of 6 months.

At the request of exporters and the air transport industry, the Bureau of International Commerce, the Bureau of Customs and the Census Bureau have agreed to:

Permit presentation of export licenses and declarations, and authentication of declarations by Customs, at certain "point-of-origin" airports when cargo is to be loaded aboard a domestic flight of a U.S. flag airline and subsequently transferred to an international flight of the same or another U.S. or foreign flag airline at a gateway airport.

However, spot-check physical examination of the cargo will continue to be performed by Customs inspectors at the gateway airport. The airline will not be permitted to load the cargo on the aircraft which will carry it abroad until this procedure has been completed.

The new procedure is expected to make cargo clearance easier in at least 2 ways:

1. If Customs officials find serious errors on an export declaration filed at a point-of-origin airport, the necessary corrections can be made quickly since the exporter is usually located in or near the same area.

Where the declaration is filed at the gateway airport, with the exporters perhaps hundreds of miles away, shipment may be delayed for some time before the declaration can be corrected.

2. If the exporter has neglected to obtain a required export license, the resulting delay is minimized if this is discovered by Customs review at a point-of-origin airport rather than at a gateway airport.

This trial procedure thus is expected to enable U.S. exporters to speed deliveries and compete on more favorable terms with foreign suppliers of similar merchandise.

International airports in the following cities have been selected as points-of-origin for the new procedure: Boston, Chicago, Honolulu, Houston, Los Angeles, Miami, Minneapolis, New Orleans, New York, San Francisco, and Seattle.

Use of the new method will be optional. For example, a domestic flight leaving Los Angeles for New York may carry cargo for which export licenses and declarations were presented to Customs in Los Angeles under the new procedure, as well as cargo for which these documents will be presented to Customs in New York under the existing regulations.

Existing regulations of the Census Bureau provide that export licenses and shippers' export declarations for air shipments shall be presented to the Collector of Customs at the gateway airport where the merchandise is loaded aboard the aircraft which is to transport it to its foreign destination.

If the program does not work out satisfactorily from the standpoint of the 3 agencies involved, it will be terminated before or at the end of the trial period. If it proves satisfactory, it will be continued and expansion to other cities will be considered.

An important factor in determining whether the program can be continued will be the availability of Customs personnel qualified to handle export transactions.

Peru trade at record high; balance slightly favorable

Peru's exports and imports for the first 8 months of 1962 and for August were the highest on record. Exports totaling $359 million were $57 million more than during the same period in 1961 and one-third greater than in the first 8 months of 1960, while imports at the end of August reached $357 million, also $57 million more than in the same period of 1961 and 46% higher than for January-August, 1960.

U.S. instrument exports climb

Scientific, industrial equipment makers set record for early '62

American manufacturers of scientific and industrial instruments are stepping up their foreign sales promotion efforts, and set a record export figure of $296 million in the first 6 months of 1962, Business & Defense Services Administration finds.

The early 1962 exports increased 55% over the $191 million recorded for Jan.-June 1961.

Further gains are anticipated as many U.S. manufacturers are establishing export programs for the first time.

The key factor in the showing is the technical superiority of U.S. instruments, which outweighs the price differential enjoyed by products made overseas. This has been responsible for continued exports increases to such highly-industrialized countries as Canada, Japan, West Germany and France.

Scientific instrument exports from the U.S. increased from $84 million in the first half of 1961 to $173 million in the first half of 1962. This category includes instruments used in research and development, meteorology, geology, astronomy, and similar scientific pursuits.

Exports of industrial and process instruments rose from $107 million in the first 6 months of 1961 to $123 million in the first 6 months of 1962.

Buyers market seen for Belgian steel

A leading Belgian steel producer has forecast a buyers' market developing in steel as the result of increased production capacity and a decreasing growth rate of steel consumption, according to the U.S. Embassy in Brussels.

September statistics reveal that total Belgian steel production was 22,000 metric tons below last September's 637,000 metric ton figure. Total January-September steel production reached 5.43 million metric tons, compared with 5.16 million metric tons for the same period in 1961, but the increase is deceptive because the industry was strikebound in January 1961. Eight-month figures (excluding January for both years) indicate a 198,000 metric ton drop in production from the 1961 period.

Ten ways to fail in export field listed by Commercial Attache stationed in Denmark

Larger share of the Danish market can be tapped by American businessmen who concentrate on making courteous, conscientious approach to local prospects

By MARION E. ANDERSON

Commercial Attache, American Embassy, Copenhagen

Although a popular U.S. song once urged us to "accentuate the positive, eliminate the negative", there are times when it may serve a useful purpose to accentuate the negative in order to achieve the positive—a larger share of the Danish market for U.S. business.

There is a reservoir of good will towards, and a continuing interest in the United States and its wealth and variety of raw materials and manufactured goods that can be further fostered and translated into increased sales. A courteous conscientious approach is required which avoids certain non-productive and undesirable methods used by some companies in trying to export to Denmark. The fact that serious *faux pas* are committed not only by newcomers to the export business, but also by experienced firms, makes the situation all the more unfortunate. Inexperience can perhaps be excused and the results stemming therefrom smoothed over, but it is difficult to erase the tarnished image reflected by a large and well-known corporation.

Marion Anderson

The approaches described below are guaranteed to antagonize the Danish businessman and discourage him from wanting to start or to continue to do business with U.S. firms. Yet they are based on actual experience or on criticisms voiced by Danish firms.

(1) **The Careless Approach**—Neglect to use the extensive facilities of the Department of Commerce or its nearest field office before writing to a firm or to the American Embassy about the possibilities of entering the Danish market. Use a form letter that baldly indicates that a multi-country pitch is being made on a hit-or-miss basis. Refer to Denmark as a province or a part of another country in Scandinavia.

(2) **The Impatient Approach**—Arrive in Copenhagen on a morning and announce the desire to locate and appoint a distributor before departing Denmark on a 5:00 p.m. flight the same day, stressing that your business in the next country is of far more importance. Omit the courtesies and niceties that are part and parcel of normal business relations in Denmark, as well as in the rest of Europe.

(3) **The Bad Manners Approach**—Make an appointment with a Danish businessman, either by letter from the U.S. or by telephone call while in Copenhagen, but fail to keep the appointment or to cancel it either personally or through the Embassy. Request the Department of Commerce to inform Foreign Service posts of a planned business trip abroad, but don't bother to appear at the Posts or to notify them of a change in plans. Fail to acknowledge interest expressed by Danish firms as a result of a trade contact survey requested from the Department of Commerce.

(4) **The Take It or Leave It Approach**—Refuse to consider smaller minimum orders for a small market, even though it means failure to get a foot in the door. Don't carry samples of merchandise that can be hand-carried on a business trip abroad, but expect the Danish importer to decide solely on the basis of a sales talk or a catalog.

(5) **The Distrustful Approach**—Demand that a Danish customer open a letter of credit, despite the fact that excellent financial and trade references are available. Refuse to grant more reasonable terms even when the financial position of the customer has been proved through experience to be sound.

(6) **The Over-Aggressive Approach**—Inform hoped-for customers by letter that an offer is open only for a limited time and that if it becomes apparent that requests for prices are for comparison purposes only their names will be removed from future mailing lists. At the same time, stress that the product offered is the only one worth considering.

(7) **The Dishonest Approach**—Grant a distributor exclusive rights, and then promptly appoint one or more additional distributors giving them exclusive rights for the same territory. Ignore evidence from foreign victims that an overseas branch is indulging in con-man techniques in soliciting magazine subscriptions. Unethical methods give U.S. business as a whole a black eye.

(8) **The Economy Approach**—Expect a prospective distributor to bear all costs of having electrical appliances and products tested and approved for sale in Denmark.

(9) **The Do It Yourself Approach**—Appoint a distributor and leave him strictly to his own devices. Expect him to introduce a new product on his own without providing brochures, technical details and other selling aids which would help put over a U.S. product successfully. Never visit a distributor or give him an opportunity to discuss his ideas and problems personally.

(10) **The Knockout Approach**—Appoint a representative, let him build up a good clientele, praise him for his fine sales record, but on the excuse of a change in company policy, pull the rug out from under him by abruptly informing him that an area representative has been appointed in a nearby country to supervise his territory. Then deliver the knockout punch by permitting the third country representative to name another distributor in Denmark.

There is a positive side to the picture. For example—there is the American

About the author

Born in Massachusetts, the author entered the Foreign Service in 1945, and has served in Stockholm, Sao Paulo, Sydney, Manila, Washington, and since July 1960 in Copenhagen. This article is the first of a series being written by Commercial officers serving overseas for publication in International Commerce.

manufacturer of portable hand tools who met with only nominal success in the Danish market until he opened a service depot in Denmark to support his distributor. Sales started to climb immediately.

There is an exporter of cotton terry cloth articles who has an attractively-slippered foot in the market—he found an active, young agent by following through on a trade contact survey.

A cooperative citrus-fruit group is not only advertising in the Danish market, but meeting with its distributors, showing films, and sponsoring demonstrations in department stores. They won't change the fruit-consuming habits of the Danes overnight, but in the long run their support of and assistance to their distributors will pay off in increased exports.

"In the wide arena of the world, failure and success are not accidents, as we so frequently suppose, but the strictest justice. If you do a fair day's work you are certain to get your fair day's wage."—Alexander Smith—"On the Importance of a Man to Himself."

STUDY AMERICAN METHODS: European railroad officials have been touring the U.S., studying American methods of transporting perishables. Studying a Thermo King transport refrigeration unit in their Minneapolis plant are, L to R, Franco Fedele, engineer for the Italian Railways; Anselmo A. Lopez, general manager of Transfesa, Madrid; Randall Johnson, Thermo King Corp.; L. A. Dickson, Assoc. of Am. R.R.

Navy to supervise AID projects in Southeast Asia

Implementing policy of making greater use of other agencies' technical skills in aid program

The Agency for International Development has signed a participating agency service agreement with the Navy's Bureau of Yards and Docks under which BuDocks will act as AID's agent in supervising construction of communications facilities in Thailand and Vietnam by private U.S. contractors.

The first projects to be administered by BuDocks will be on the Southeast Asia regional telecommunications program. This provides for the construction of modern, high-capacity national telephone networks and the rehabilitation of existing local, national and international telecommunications facilities.

Contracts have recently been awarded the Collins Radio Company for construction of a national toll network in Thailand, and to the Federal Electric Corporation, subsidiary of International Telephone and Telegraph Corporation, to build a toll system south of Saigon in Vietnam. The Philco Corporation is now installing a radio telephone connection between Saigon and Bangkok which will be in operation during December. Western Electric Company and Television Associates of Indiana (TAI) have engineering responsibility in the Thailand project and TAI is engineering contractor on the Vietnam project.

The arrangement carries out a policy of making greater use of the technical skills of other U.S. Government agencies in the foreign aid program.

Under terms of the agreement, the Bureau of Yards and Docks will be the authorized AID representative for the work called for under the contracts. As the representative, BuDocks will approve the terms of all subcontracts and approve plans and specifications for such work; inspect, supervise and expedite performance of the contracts, and approve payments and accept the completed projects.

AFRICAN TOUR UNDERWAY

A private trade misison composed of members of the Nigerian-American Chamber of Commerce is touring Nigeria, Ghana and the Ivory Coast from November 3-24. Members of the group are exploring specific trade and investment opportunities with government officials and private individuals in the various countries.

European RRs plan to abandon ice refrigeration

A delegation of officials from European railway firms and transporters of perishables on the continent visited the United States recently to study American methods of transportation.

The group toured railroad companies, railway manufacturers and other firms involved in protection of perishables from origin to destination.

Included in the contingent were Francois Chauviere, general manager of Interfrigo; Dr. Piero Cresti, chief technical officer of Interfrigo; Dr. Helmut Droescher, general manager of Transthermos, Bremen, West Germany; Anselmo A. Lopez, general manager of Transfesa, Madrid, Spain; Jacques Lechien, technical officer of STEF, Paris, France; Helmut Bott, chief engineer, German Federal Railways; Franco Fedele, engineer for the Italian State Railways; and Charles Librader of the French National Railways office in New York, who served as interpreter.

Presently, European railway cars are refrigerated with ice. It is expected that eventually this system will be replaced through purchase of United States equipment and emulation of modern refrigerated transportation methods employed in this country.

Sports or trade, both project image of U.S.

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

International communication, friendship and trade are often strengthened and shaped by misty and vaporous events that, like clouds and cardplayers, move easily back and forth across the frontiers of the world.

Take sports, for instance. And then come with us one morning recently into the seven o'clock dawn with three knowledgeable, articulate observers of things athletic, who had just quailed through our coffee, complained that it tasted like brew from a postoffice ink well, and who now share a tiny, eleven-acre lake, twenty miles or so south of the Wisconsin border.

Red Smith, a Notre Dame man from the days of Christy Flannigan when Cartier meant, not a jewelry store, but a gem-hard football field, whose whimsical New York Herald-Tribune column appears daily on sports pages from coast to coast, was throwing the pole lazily over his head and watching as the line snaked out forty feet.

On the other bank of the water, the midget waves turning frosty silver in the early sun, Dave Condon, conductor of "In the Wake of the News" for the Chicago Tribune and Tom McNally, its outdoor editor, were doing the same.

Sportswise the day was a bust, the fish winning fins down and no more concerned by the lures that wiggled and twisted around them than a policeman passing a book in a river ward.

Later on, when McNally had left, muttering something about locating pockets on the bottom where the bass had holed in for the siege, Condon draped a leg over a chair on the deck of a houseboat, with the friendly, unrehearsed grace of a working St. Bernard, light of keg and tired from the journey, and sometime about here conversation edged towards the role of sports in international understanding.

"I think they help, maybe this much," said Smith, a traveller who has covered the world's arenas from the Garden to Lapland. "The Olympic games bring a lot of people together and the kids at least learn to know one another.

"Down on the field they trade sweat shirts or blankets and the fellows who borrow them don't care much whether they were made by General Mills or Marshall Tito. They're just competitors.

"The State Department does a lot of promoting. We send basketball teams around, track teams, tennis players, even coaches to teach the youngsters in other countries to learn our games. This is that Person to Person sports committee that is more or less subsidized with federal support.

"Now a lot of people are sore because these coaches did a good job and the foreign teams are taking us."

We mentioned that we didn't read much in the papers about these things.

"That's because musicians are controversial and make the front page," said Condon. "A basketball team, playing in the Middle East, might play to a bigger audience, but it's still a basketball game. No sports editor is going to give it a line, unless a riot breaks loose or the stadium burns down and people get killed."

"Don't forget Abe Saperstein and the Harlem Globe Trotters," Condon continued. "They do so much good for America.

"And, remember, they're privately owned, privately financed and make money."

These same words could have been said about our export expansion program.

U. S. toy, doll imports jump

Japan leads suppliers; purchases up $6.1 million over '61 period

Led by substantial increases in the doll and rubber and plastic toy categories, U.S. imports of toys, games and dolls were up 35.2% in value in the first half of 1962 over the level of a year ago, according to Business & Defense Services Administration.

Increased U.S. demand for items in these 2 categories was credited for boosting the overall value this year as almost one-third of all the other categories fell from the level of 1961.

The outlook is for increased U.S. imports of toys, games and dolls in the rest of 1962, with sales running slightly greater than the 1961 level.

Imports from Japan will continue to dominate the foreign market, and can be expected to account for about 75% of all U.S. imports of toys, games and dolls.

Foreign sales to the U.S. amounted to $23.4 million in the first half of 1962, compared with $17.3 million in the first half of 1961, and $17.8 million in 1960.

Two countries, Japan and Hong Kong, together accounted for almost 88% of total imports in the first 6 months of 1962.

Imports from Japan, the chief market, accounted for about 75% of the total dollar value, amounting to $17.4 million. Hong Kong supplied over 13% of U.S. purchases in first half 1962—$3.1 million.

U.S. purchases of items in the doll and doll parts categories rose 76% from $3.4 million in the first half of 1961 to $6 million in the comparable 1962 period. Demand for "teenage" and baby dolls, each with numerous wardrobe changes, was credited for boosting this category.

Imports of plastic and rubber toys were valued at $3.9 million, compared with $2.3 million in the first half of 1961.

WORLD PINEAPPLE LEADER

Taiwan has become the world's largest exporter of canned pineapple, with more than 2.5 million cases, valued at $11 million, being sold annually. This is a 13-fold quantity increase in 6 years, made possible by extermination of pineapple plant disease and improved farming and canning techniques.

Venezuelan upturn seems near; Mobiloil agrees to operate some national oil wells

World Bank will help 1st phase of Guri dam and power plant; AID helps savings and loan, low cost housing projects

The Venezuelan economy continued to expand during September and indications are that economic activities are well ahead of 1961. Official estimates indicate that Gross Domestic Product for the first half of 1962 was 7% higher than first half 1961, according to the U.S. Embassy in Caracas. While firm figures are still lacking, most observers now believe that the economic stagnation of 1960 and 1961 has given way to renewed expansion.

Petroleum production dropped seasonally but is expected to pick up shortly and to turn in a record year. Reports indicate that the recent oil-well bombings will not materially alter total output for the year and the wells are expected to be back in operation sooner than was first estimated.

The Minister of Mines and Hydrocarbons announced signature of the first "service contract" between the Corporacion Venezolano de Petroleo and a leading American company operating in Venezuela.

The progressive strengthening of the Venezuelan Government's financial position continues. Direct government debt is expected to show a modest decline this year. Moreover, the 1963 budget submitted to the Congress for approval is notable for the absence, for the first time in several years, of provision for short term domestic borrowing. Substantially increased government investment is expected to stimulate the economy.

Over the past month concern over terrorist activities and the need for decisive measures to restore law and order has been a primary preoccupation of the business community. However, the climate has been progressively more calm recently, following the suspension of constitutional guarantees on October 7, the arrest and deportation to remote prison camps of known criminals and terrorists, and the announcement by President Betancourt on October 15 of the institution of legal action to outlaw the 2 left extremist parties.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

The Banco Agricola y Pecuario (BAP) announced a plan to help farmers with the financing of purchases of farm machinery and equipment. Utilizing existing Eximbank credits to Venezuela, the BAP has worked out an agreement with 5 large local machinery importers whereby they will sell farm machinery and equipment on the basis of 10% down, and the balance to be paid over 3 years at 8% interest. BAP will guarantee 80% of the credit.

Since May, a Review Board has been examining applications for the importation, at the controlled rate of 3.35 bolivares per dollar, of industrial machinery and equipment ordered prior to the April 2 decree, which removed such imports from the controlled list and made them subject to the official "free" rate of 4.54 bolivares to the dollar. The Board has virtually completed its review and approval has been recommended for some $40 million in controlled exchange.

The Caracas Chamber of Commerce has also denounced the large scale smuggling of textiles. It is the opinion of the Chamber of Commerce that the difficulties presently experienced by the Venezuelan textile industry are mainly attributed to smuggling — mainly poplins— from the U.S., and not to any lack of adequate government tariff or quantitative protection for the industry. Industry sources estimate that about 20% of the entire textile market is supplied by illicit imports.

A pair of Canadian Trade Missions visited Venezuela recently. An Electronic Products Trade Mission arrived in Venezuela on September 26, 1962, for a 3-day study. A Forest Products Trade Mission also visited Venezuela for 3 days. The Missions, which included representatives of the Canadian electronics, lumber, plywood, and pulp and paper industries, are touring Latin America to explore markets for a wide range of electronic and forest products.

Development programs

The Corporacion Venezolana de Guayana (CVG), a government entity, announced that arrangements had been made for a 20-year World Bank loan to finance the construction of the first phases of the Guri dam and hydroelectric plant on the Caroni River. Qualified construction enterprises having an interest in this project have been invited to register by November 30, 1962. The project's size can be judged from the fact that the dam will require about 44 million cubic feet of concrete, will be about 336 feet high, and the power plant will have two 185,000 KVA generators in its first stage. Construction should begin during 1963.

Medium and low cost housing continued to be of growing significance in the construction picture. In the private sector, ALVO, a local construction firm with capital for financing, is going ahead with a plan to build 5,000 low cost units in Caracas.

Creole Investment Corporation has made equity investments during the year of 9.1 million bolivares (the bolivar is equal to U.S. $0.22 at the "official free" rate) in industrial plants, 5.1 million bolivares in livestock projects, and 4.2 million bolivares in agricultural and food

ventures, for a total 18.4 million bolivares in 16 separate enterprises throughout Venezuela. Equity ownerships in these enterprises ran from 7% to 49%. The amount invested thus far is less than one-half of its available investment assets; the next year should see even greater activity.

Finance

The 1963 budget provides for a 19.5% boost for the Ministry of Public Works, resulting in about 980 million bolivares being available for actual projects.

The total 1963 budget, which was presented to Congress October 2, calls for income and expenditures of 6,225 million bolivares. The budget does not include, however, an additional 787 million bolivares in estimated income and expenditures for programs financed outside the budgetary framework.

Total estimated expenditures of 7,012 million bolivares including the extra-budgetary program, are to be applied as follows: current expenditures, 3,575 million bolivares; debt repayment, 673 million bolivares; and capital investment, 2,764 million bolivares.

After an organizational period of more than a year, Venezuela's new savings and loan program (modeled on the U.S. system) became effective with the opening of a central supervisory office and the first savings and loan bank in Caracas. This program, which is supported by a $10 million loan from the Agency for International Development (AID), is intended to encourage local savings for housing loans of up to 20 years at 7% interest.

The Banco Agricola y Pecuario initiated a supervised agricultural credit program, which is also supported by a $10 million AID loan. In addition, AID announced a $30 million slum clearance and low cost housing development loan to the newly organized Community Development Foundation.

A loan of $18 million to the National Railways Institution by the Bank of America was also announced. The loan, which carries a government guarantee, will reportedly be used for the construction of spurs from existing railway lines.

Oil agreement

The first "service contract" of the Corporacion Venezolana de Petroleo (a government entity) was signed with the Mobil Oil Company of Venezuela on September 24th. The contract, which was described as a "non-risk operational service contract," provides that Mobil will operate the present wells and future CVP wells in the Barinas area. Mobil will collect 0.68 bolivares per barrel for handling the production operation, which the Corporacion can pay either in cash or in kind at the posted price. A supplementary agreement will be drawn up to cover the use of the Mobil pipeline for the transportation of the CVP crude from Barinas to Moron. The present contract is for one year, renewable yearly.

Comment on the "service contract" has been generally favorable. The Minister of Petroleum and Hydrocarbons has also stated that the Corporacion is studying the feasibility of signing "risk" contracts providing for exploration and exploitation activities.

Despite a significant increase in production in 1962 (estimate of 1962 total production is 1,177 million barrels), the Minister said that the Venezuela petroleum reserve situation is still satisfactory, considering the vastness of its oil bearing formations as well as the fact that reserves have not been completely evaluated.

Average production to date in 1962 has been 3,208,000 barrels per day, equivalent to 10.56% greater than the same period in 1961.

Iron meeting

The Latin American Iron and Steel Institute will meet in Caracas in June 1963. Among the items for discussion are iron ore marketing and the possibility of creating an Organization of Iron Ore Exporting Countries. Current production of iron ore is approximately 12 million tons a year. Overall production for the current year is running 10% below 1961.

The President of the government airline (LAV) expressed confidence at a recent press interview that the Congress would authorize the 15 million bolivares requested for the payment of old debts, and noted that the 1963 budget included 7 million bolivares for new planes. He said that no decision had been made on what kind of planes would be acquired.

The Government authorized the Instituto Autonomo Nacional de Ferrocarriles del Estado to contract a foreign loan of 52 million bolivares to help finance the construction and equipment costs of standard-gauge railway spurs in Yaracuy State, linking copper deposits at Aroa and phosphate deposits near Riecito with the Puerto Cabello-Barquisimeto line, and also to complete the 27 kilometer standard gauge line from the coal deposits at Naricual to the port of Guanta.

The Corporacion Venezolana de Guayana (a government regional development institution) signed the last of 4 contracts totalling 7.4 million bolivares for the construction of the first stage of a port at San Felix (near the juncture of the Orinoco and Caroni rivers) to serve the planned commercial and industrial growth of the "iron and steel" area.

Ocean going vessels will be served by a 4-section floating dock 120 meters long, connected to the shore by a 163-meter pre-stressed concrete structure on which two 15-ton cranes will operate. The second stage will include all the port buildings at an estimated cost of 6.5 million bolivares. The port, designed to handle 95,000 tons annually, is expected to be in operation by the end of 1963.

Agrarian reform

Land acquisition, resettlement and the presentation of property titles continued under the Agrarian Reform Program. Congressional approval of an additional 11 million bolivares for land acquisition, resettlement and consolidation was given and plans for further expansion in 1963 were considered. This included a major irrigation expansion in 1962 and 1963.

The rural housing program continued at an accelerated pace. Prospects were improved by the September 14 signing of an Agreement with AID to provide $10 million of matched funds for the Agriculture Bank's (BAP) program of supervised credit. The Ministry of Agriculture (MAC) also announced plans for a major increase in its extension services.

As the harvest season got under way, it became apparent that new records were being achieved in the production of corn, rice, beans, copra, potatoes, yucca, sesame, cotton, bananas and sugar. Local production is expected to be adequate or nearly so for corn, rice, yucca, sugar, potatoes and bananas. The increased production of bananas and other fruits resulted in increased exports.

As a means of increasing production and raising farm incomes, the Ministry of Agriculture announced a program to invest 25 million bolivares in cacao plantings in 40 agrarian resettlement colonies.

Quarterly index

A quarterly index of articles appearing in INTERNATIONAL COMMERCE for the period July 1-Sept. 30 has been issued by the Department of Commerce.

The index may be obtained from any of the Department's field offices or from the Sales and Distribution Office, U.S. Department of Commerce, Washington 25, D.C.

IDA lends almost $15 million for projects in 3 countries

Will improve road systems in El Salvador and Haiti, develop 2 industrial estates in West Pakistan

The International Development Association (IDA), an affiliate of the World Bank, has approved credits amounting to almost $15 million for development projects in El Salvador, Pakistan and Haiti.

El Salvador has received the equivalent of $8 million for improvement and extension of the highway system. The credit will be used for the reconstruction of seven trunk roads, the construction of 4 new feeder roads, all totaling about 227 miles in length, and the modernization of maintenance operations on the Coastal Highway which extends across the country from Guatemala to Honduras. Contracts for road work and all major purchases of equipment will be awarded on the basis of international competitive bidding. The project will assist El Salvador's economic development by facilitating internal and international trade and by opening potentially productive regions in the west and central parts of the country to more intensive cultivation.

The importance of these international highways is further enhanced by the movement toward Central American economic integration. The roads will facilitate trade with neighboring countries, particularly for the import of foodstuffs into El Salvador and the export of industrial products.

Pakistan will receive the equivalent of $6.5 million for relending to the West Pakistan Industrial Development Corporation (WPIDC) for development of 2 industrial estates for small and medium-scale industries near Lahore, and the provision of technical assistance to the estates and to small industries in other areas of West Pakistan.

The 2 estates will each cover an area of about 100 acres and will accommodate from 300 to 350 enterprises. WPIDC will provide basic facilities such as roads, electricity, water supplies and sewerage. It will also assist the occupants in procuring and financing machinery and equipment, provide technical and managerial assistance and certain common production facilities, and assist the occupants in obtaining credit and raw materials and in marketing their products.

The factory buildings will be constructed by the occupants or, at their request, by WPIDC which, in either case, will provide or arrange long-term financing.

A credit of $350,000 to Haiti will assist in financing highway maintenance and rehabilitation for about 1 year.

A 1956 World Bank loan of $2.6 million for a highway maintenance program included the setting up, equipping and training of an organization to rehabilitate and maintain the national highway system. The resulting improvement in road transportation has stimulated agricultural output in central and northern Haiti, and locally produced crops are beginning to replace imported foods.

U.S. foreign trade gained strongly during September

Seasonally adjusted U.S. exports of domestic and foreign merchandise jumped 17% during September, while general imports also rose by 7%, according to the Bureau of the Census.

Total exports were valued at $1,935.9 million and imports at $1,499 million, both new (seasonally adjusted) highs for a single month.

The Census Bureau announcement said it could not be determined how much of the export rise was due to exporters making their shipments early in anticipation of the longshoremen's strike on October 1.

Seasonally adjusted exports and imports were 16% and 17% ahead of September 1961 levels, respectively.

These exports, which do not include Grant-Aid shipments under the Defense Department's Military Assistance Program, are running at a seasonally adjusted rate of $21,171 million, about 6% ahead of the first 3 quarters of 1961. Seasonally adjusted imports are running at an annual rate of $16,365 million for the first 9 months of 1962, about 13% ahead of the 1961 pace.

3 Japanese firms to build 45 ships on Russian order

Company heads sign $96 million in contracts during economic mission's visit to Soviet Union

Three leading Japanese shipbuilding companies have been awarded contracts by the Soviet Union for the construction of 45 ships of various types worth a total of over $96 million. The companies are Mitsubishi Shipbuilding and Engineering, Hitachi Shipbuilding and Engineering, and Ishikawajima-Harima Heavy Industries.

The contracts were signed in Moscow by the Soviet Ship Import Corporation and the presidents of the 3 Japanese companies, who visited the Soviet Union as members of a Japanese economic mission. The contracts were the largest in value to be awarded at one time to the Japanese shipbuilding industry by a foreign country.

The ships consist of 12 tankers of the 35,000 ton dead weight class, 5 freighters of the 12,000 ton class, and 28 other ships, including 10 crane boats. The terms of the contracts provide for a 30% down payment with 70% to be paid over a 6-year period.

Japan expects to be the world's largest shipbuilding country for the 7th year in a row, with an anticipated total launching of some 1.8 million gross tons of various types during the Japanese Fiscal Year which ends March 31, 1963.

Ships launched in Japan totaled 2.09 million gross tons in fiscal 1957; 1.5 million tons each in fiscal 1958 and 1959; 1.43 million tons in fiscal 1960; and 1.56 million tons in fiscal 1961.

Japanese shipbuilding companies have indicated the need to launch 1.5 to 1.8 million gross tons of ships each year to keep their industry on a profitable basis. The companies reportedly are concerned, however, that the tonnage of ships to be launched in fiscal 1963 may drop considerably due to the delay in implementing the 18th shipbuilding program.

SPAIN FREES PEANUTS

The Spanish Official State Gazette announced on September 17, 1962, that peanut kernels as well as crude and refined peanut oil had been liberalized for import.

LEADERSHIP PANEL: New England winners of President Kennedy's "E" award appeared in a recent leadership panel discussion at the New England Commerce & Industry Exposition. L to R—William O. Fisher, Crompton & Knowles Corp.; John W. Coolidge, United Shoe Machinery Corp.; James A. Hagler, Harvard Business School; Robert H. Kulka, AID; William H. Jacobs, Jet Spray Cooler, Inc.; and Eddy Courts, Teknis, Inc. The group discussed means of promoting U.S. exports during International Trade Day.

First 'E' winners named in Texas and Utah, another N.Y. firm cited

Livestock exposition, trade magazine, and manufacturers of dry cleaning and laundry equipment and filtration devices honored for their efforts in promoting exports of American products

Recent American organizations to receive President Kennedy's "E-for-Export" award include the first 2 Texas winners: Pan-American Livestock Exposition and the Sparkler Manufacturing Company; the trade publication *Quick Frozen Foods* of New York; and Ajax Presses, the first Utah "E" winner.

The Salt Lake City, Utah firm is the newest award recipient. It received its "E-for-Export" award from Secretary of Commerce Luther H. Hodges in Washington on November 5.

In the past 6 years the firm developed a worldwide export business in the face of intense international competition. Ajax Presses also conducted an aggressive person-to-person sales campaign as a follow-up to exhibition of its laundry and dry cleaning equipment at International Trade Fairs.

Food magazine cited

In another "E" ceremony, Anthony J. Buchar, manager of the Chicago Field Office, presented the blue-and-white "E" pennant and a citation to E. W. Williams, publisher of the New York trade journal *Quick Frozen Foods*.

The award ceremony was held at the National Frozen Foods Convention, sponsored by the National Frozen Food Merchandising Association, in Chicago on October 31.

The international edition of the magazine, issued in 3 languages and circulated in 56 countries, was cited for its contribution in developing frozen food markets abroad. It introduces U.S. food and equipment producers into the export trade by reviewing overseas marketing opportunities and requirements. It also advices producers on export techniques.

In addition, the organization's export-promotion drive has helped to develop new markets for such U.S. products as food machinery, packaging and refrigeration equipment, harvesting and vining machinery, as well as frozen foods.

The Pan-American Livestock Exposition, The State Fair of Texas, Dallas, and the Sparkler Manufacturing Company of Conroe recently joined the ranks of "E" winners.

Representative John Dowdy of the Texas Seventh Congressional District presented a blue-and-white "E" pennant and a citation signed by Secretary Hodges to President A. C. Kracklauer at Sparkler's plant on October 30.

The second Texas firm to receive the export award, Sparkler was named for its imaginative sales campaign that has developed an organization of 52 sales agents in 48 countries. Today, 20% of the firm's filtration devices are sold overseas.

The company avoids rigid contracts and policies and, as an example, accepts foreign currency and long-term credit.

In selecting the Pan-American Livestock Exposition as the first Texas business organization to receive the "E" award, Secretary Hodges noted its leadership in developing export markets in Latin American countries for U.S. purebred livestock and poultry.

The "E" award was presented to the company at the Texas State Fair by deLesseps Morrison, U.S. Ambassador to the Organization of American States on October 10. Mr. R. L. Thornton, president of the State Fair, accepted the award.

The first Exposition was held in 1953 after Manager Ray W. Wilson had made a preliminary, 3-year market study.

Visits by Latin Americans

During 1953-60 the Exposition has attracted 3,300 Latin American cattlemen and livestock raisers and their families to the U.S. Not only are these visitors purchasing American livestock, they are also buying large quantities of U.S. farm machinery and vehicles, clothing and household supplies.

The Exposition is recognized as an important medium for bringing about better understanding and relationships with the peoples of the Western Hemisphere.

It is staffed with Spanish and Portuguese speaking interpreters. All Latin American businessmen who visit the livestock show are met at the airport and a complete planned program is carried out, including receptions and trips to ranches.

ARGENTINE AUTO REGISTRATION

On December 31, 1961, the total Argentine car registration was estimated at 550,000 for passenger cars, 400,000 for trucks, and 15,500 for buses. The 1961 total motor vehicle registration of 965,500 represents more than a 50,000 unit increase over 1960.

Cuba-bound ships can obtain prior U.S. clearance

System devised to avoid delays arising from stoppage and search

The Department of State has announced the institution of a system of clearances to assist vessels which transit waters in the vicinity of Cuba and vessels destined for Cuban ports with cargoes containing no offensive weapons or associated materiel.

The system, developed by the State, Defense and Treasury Departments, is designed to avoid unnecessary delays and other difficulties arising out of the stoppage, inspection or possible diversion of ships.

The system is for the convenience of shipping and clearances are obtainable upon application by ships' owners, agents or officers.

A vessel departing a United States port may obtain a special clearance from customs authorities at the port of departure. A vessel departing a foreign port may obtain clearance from a U.S. Consulate.

The system covers 2 types of clearances. For vessels departing American ports, whether destined for a Cuban port or merely transiting waters in the vicinity of Cuba, a Clearance Certificate (CLEARCERT) is obtainable from U.S. customs authorities.

Vessels departing foreign ports, which will only transit waters in the vicinity of Cuba, may file a Notice of Transit with the American Consulate at the last port of departure; those destined for a Cuban port with a cargo containing no offensive weapons or other prohibited materiel may obtain a Clearance Certificate (CLEARCERT) from the American Consulate at the last port of departure.

In unusual circumstances it may be necessary to stop, inspect or divert a ship despite the fact that it has a clearance.

The procedure for the clearance of vessels from U.S. ports will be put in effect by the Treasury Department immediately. In the case of foreign countries, the procedure will become operative as soon as arrangements are made with those countries.

AID helps D.C. transit firm study Manila investment

The Agency for International Development (AID) has announced that it will participate in a survey of Manila's transit and traffic problems by the D.C. Transit System of Washington.

The survey will determine the feasibility of a proposed investment of up to $4 million by the American company in new equipment, maintenance and service facilities for a unified Manila transit system. Under the plan proposed by the Philippine Government, approximately 75% of the required investment would be made by Philippine private investors.

The contract with D.C. Transit provides that AID will pay half of the company's survey costs, up to $40,000, but D.C. Transit will refund the AID payments if the company decides to go into the investment venture. If the company does not make the investment, its survey report will become the property of AID.

This is the third such investment survey negotiated by AID under authority given by Congress in 1961 to encourage private American investment in less developed countries. Almost $1.5 million is currently available for AID participation in these surveys.

U.S. firms will help build large Turkish steel plant

A contract valued in excess of $20 million for constructing portions of an integrated steel plant at Eregli, Turkey, has been awarded to Foster Wheeler Corporation of Livingston, New Jersey.

The project is partially financed by a loan from the U.S. Government's Agency for International Development.

The contract was awarded by Eregli, Demir Ve Celik Fabrikalari, T.A.S. (Eregli Iron & Steel), $240 million integrated steel plant, to be located on the Black Sea 120 miles east of Istanbul, is scheduled for completion by mid-1965.

Foster Wheeler will perform construction and erection work, and will provide construction equipment and tools, field supplies and personnel.

Overall coordination of the Eregli project, including engineering, procurement of major operating components for the steel-making and finishing facilities, and supervision of construction is under the direction of Koppers Associates S.A. (Koppers Company, Inc., Westinghouse International, and Blaw-Knox Company).

AID loan improve South Vietnam's communications

Federal Electric will install radio-telephone links to aid defense effort and commerce

A radio-telephone communications system will link together 8 cities in South Vietnam under terms of an agreement between the Agency for International Development (AID) and the Federal Electric Corporation, a wholly-owned subsidiary of the International Telephone and Telegraph Corporation of Paramus, New Jersey.

Two additional cities will be linked to Saigon by very high frequency tributary systems. The new system will replace the present outmoded and inadequate service in southern Vietnam, and will be capable of carrying 600 voice transmissions simultaneously.

The contract provides that the Federal Electric Corporation will furnish all plant, materials, equipment, supplies and labor, and will train local personnel in installation, operation, and maintenance. Cost of the project will be $2.3 million.

The system will provide rapid exchange of information among government agencies in Vietnam, including elements of the defense establishment, and will aid in the continuing economic development of the country by facilitating fast exchange of commercial information.

Construction is expected to begin soon, and is due for completion in late 1963.

LEOPOLDVILLE: U.S. AID

The U.S. Government has announced new grant of $25 million in tied import aid to the Republic of the Congo (Leopoldville). Also made available to the Congo is another $2.6 million in agricultural goods under Title I, PL-480.

BRAZIL PORT EXPANDS

Enough berthing space for the loading of four-10,000 ton ships with bagged sugar is now available in the Brazilian Port of Recife. A 1,422 meter pier makes it possible to berth as many as 6 ships in an emergency.

Scores of items affected by Bolivian duty changes; more now on free list

About 25 commodities were added to Bolivia's duty-free import list, duties on some 20 more were cut and on a few others raised under the Government's annex (Supreme Decree of Aug. 24, 1962) to the revised customs tariff, according to the U.S. Embassy in La Paz.

The annex embodies several changes published for the first time as well as all previous changes through August 24 (FOREIGN COMMERCE WEEKLY, Jan. 29, 1962, p. 175).

Commodities listed

Added to the duty-free list were: rubber tires, inner tubes and flaps for airplanes, furnace burners, industrial furnaces, dairy machinery, harvesting and excavating machinery, rolling mills, electric generators, radio equipment, packing and spraying machinery.

Duty cuts of special interest to U.S. exporters were made on: pharmaceutical products, vegetable dyes, synthetic colorings, color for lacquers, toothpaste, pickling preparations for metal, natural resins, yarn of man-made fibers, pig iron, ferro-alloys, scrap and waste of iron and steel, hoops and strips of iron and steel, sheets and plates of iron and steel, some types of corks and bottle stoppers, electric-filament lamps and electric discharge lamps.

Increases

Increases were noted on certain motor vehicles and textiles.

Inquiries on particular duties may be addressed to the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., or to any Commerce Department field office.

SWEDEN: WHEAT LICENSING

Sweden has authorized the Agricultural Marketing Board to introduce a licensing system for wheat and flour imports from OECD countries, the U.S. Embassy in Stockholm reports.

Disavowing any intention to establish quantitative restrictions, the Government says the move will provide the means of following price developments and safeguarding against conceivable dumping.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Argentine 20-year Euratom pact is latest in series

Cooperation in the peaceful uses of Atomic energy is the aim of a recent agreement between representatives of the European Atomic Energy Community (EURATOM) and Argentina, according to the U.S. Mission in Brussels.

Major goal of the 20-year agreement is to facilitate the exchange of information, licenses, technicians and students, and nuclear materials. Free flow of information will be encouraged in such fields as research and development, health protection, atomic installations and equipment as well as the use of equipment, ores, raw and special fissionable materials, irradiated fuels and radioisotopes.

Euratom has agreed to assist Argentina in research and in prospecting for uranium and other nuclear materials. The agreement also provides for cooperation in acquiring or constructing atomic installations and equipment.

The Euratom-Argentina Agreement is the latest in a series of cooperative civilian ventures by EURATOM. Similar agreements have been signed with the United States, the United Kingdom, Brazil and Canada.

COLOMBIA: 15-DAY LICENSES

Colombia's National Superintendency of Imports has announced that, effective October 5, registration of imports in the Office of Exchange Registry must be within 15 days after the Superintendency's license approval instead of the 30 days previously allowed.

Debts before Jan. 13, 1962 covered by new Chilean law

Payment to foreign and Chilean creditors of dollar debts incurred before Jan. 13, 1962 is permitted under Law 14949 of October 11, the U.S. Embassy in Santiago reports.

Dollar debts may be paid at maturity in escudos at the existing banker's market rate on the following basis:

1. Those owing debts abroad incurred before Jan. 13, 1962 for investments or imports for business purposes are entitled to exchange at the banker's rate (official fluctuating rate quoted on October 19 at 1.39 escudos per dollar) to make repayments. They may also purchase bonds from the $150 million worth of 5%, 5-year bonds authorized by the law (presumably when exchange is not available and the bonds will be accepted by their creditors). Debtors for unregistered foreign debts may obtain only the bonds.

2. Domestic non-banking debts denominated in dollars and arising from normal business dealings may be settled at the banker's rate, except for leases where the lessee has income in dollars, or for labor, insurance, and transportation contracts and other foreign obligations.

3. Domestic debts to banks denominated in dollars may be met, if actual exchange is not available, with the bonds authorized in this law or Law 14171 of 1960 (the Earthquake Reconstruction Law), but the debtor must also agree to pay 7% interest until the maturity of the bonds.

Pakistan relaxes controls on gift parcel imports

The Government of Pakistan has announced that, as a temporary measure, foreign nationals may import gift parcels of items other than textiles, imitation jewelry, watches and watch bands, fountain pens, and cameras. Made-up garments are not included in textiles.

The value of such gift parcels together with that of foodstuffs and drink imported by a foreigner may not exceed $63 a year.

A foreigner receiving such a gift parcel must obtain in advance an import permit from the Chief Controller of Imports and Exports.

Burma applies new general licensing regulations

Changes announced in September October by Imports Directorate

Burma has amended its open general licensing procedures, under which most of the import trade of the country is conducted. According to the U.S. Embassy in Rangoon, the changes were effected through notifications on September 28, October 1 and October 5.

The Directorate of Imports and Exports announced (September 28) that any firm registered as an industrialist importer under the Registration Order of 1954 may import: tortoise shells, raw ivory, petrolatum, plastic moulding powder and pellets, gums, resins, rosin, glass bottles, tanning extracts (except gambier), amorphous phosphorus, potassium bichromate, mono ammonium phosphate, soapstone powder, manganese dioxide, zinc chloride, mercuric chloride, acetylene soots, carbon black, graphite powder, butacon, high styrene resin, lithopone, aluminum silicate, calcium silicate, activated earth, zinc dust, phosphoric acid, formic acid, ammonia gas, refrigerant gases, calcium carbide, primary synthetic resin compound, frit, tire cords, plasticizer and stabilizer.

OGL No. II

Foreign firms operating in Burma were notified (October 1) that they would not be eligible to import any goods under Open General Licenses (OGL) Nos. I through IX except under OGL No. II, which includes: durable used containers imported empty, drums and other durable containers imported full, machinery having been exported from Burma for repairs, photographic film or plates having been exported from Burma for developing and/or printing, and fresh fish caught off the cost of Burma.

Deletion was ordered (October 5) of the following petroleum products from OGL No. I, which has been in effect since January 1959: all mineral oils not otherwise specified in the customs tariff, except technical white oil and light liquid paraffin in bulk packing; kerosene and any other mineral oil (except motor spirit) having a flashing point below 100° F. by Abel's close test; grease and lubricating oil, excluding any oil having a flashing point below 200° F. by Abel's close test; motor spirit, including aviation spirit; mineral oil, not including kerosene or motor spirit, which is suitable for use in wick lamps.

Importers must obtain an individual license to import goods no longer covered by the OGL or which are not applicable to a particular class of importer.

Nigeria declines EEC associate membership

Nigeria's rejection of association with the European Economic Community was based solely on political considerations, the Prime Minister told Parliament in a statement reported by the U.S. Embassy in Lagos.

Nigeria, he said, fully realizes the consequences of its action and anticipates that its exports to the EEC will drop and foreign aid contributions from the 6 EEC countries will decline.

While spurning associate status with the EEC, Nigeria hopes to open negotiations with the Common Market for tariff and quota concessions on the principal Nigerian items affected. The country will also press for worldwide agreements on these commodities and the cultivation of new export markets.

Among products involved are cocoa, palm oil, groundnut oil, timber and plywood. Should the EEC impose import quotas, Nigerian exports of groundnuts and groundnut oil, palm kernels, palm kernel oil, and palm oil would be adversely affected.

Nigeria: 7-year plan

The combined development plans of Nigeria's 3 regions and the Federal area are set forth in the official volume, *The National Development Plan, 1962-68.*

Copies may be purchased for $5.50 from the Economic and Financial Division, Embassy of Nigeria, 500 Dupont Circle Building, Washington 6, D.C.

Colombia requires consular invoice for each license

A separate consular invoice is now required (effective November 1) for each Colombian import license, according to the U.S. Embassy in Bogota. Previously, up to 4 import licenses (from same shipper to same consignee) could be included in 1 consular invoice.

The fee for legalization of each consular invoice continues to be $5 and for the legalization of each bill of lading or airway bill $5.

The total fee for each set of documents (original and 3 copies of consular invoice; original and 3 copies of bill of lading or airwaybill; and original and 2 copies of commercial invoice) is $10.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

CANADA—Construction has begun on 3-unit, $5,750,000 Interprovincial Co-operatives Ltd. agricultural chemical plant at Saskatoon, Saskatchewan, with completion estimated by end 1963. Successful bidders B. D. Bohna & Co. Ltd., Vancouver, B. C. (to build basic herbicide plant), and Vickers-Krebs Ltd., Montreal (to construct caustic soda and chlorine units).

GREECE — Agricultural Bank of Greece awarded $295,000 contract to French firm, Societe Industrielle D'Acides Phosphoriques Et D'Engrais (SIAPE), Paris, for 5,000 tons of triple superphosphates. Bid invitations had been addressed to 3 foreign firms only. Bid prices per ton (cost and freight, Greek ports) were $59 by French firm, $60.64 by Belgian firm, and $65.65 by U.S. firm.

MISSION REPORTS

Philippine manufacturers want paints, pharmaceutical products, containers, laminates and motor vehicle parts

Joint ventures, technical collaboration, licensing arrangements, asked by 6 firms, preliminary report from trade mission reveals

Joint ventures, technical collaboration, and licensing arrangements for the production of food containers, laminates, paints, pharmaceutical products, and motor vehicle parts and accessories are sought for the Philippines, according to a preliminary report issued by the U.S. Trade & Industrial Development Mission that recently visited the Philippines.

These proposals merit further investigation by qualified private American investors interested in expanding into the overseas field.

U.S. brands preferred

U.S. products in the Philippines enjoy a high reputation for quality and have prestige advantages, on the basis of well-known brand names, recent reports indicate. Although American brand-named products are usually preferred, this traditional advantage is threatened by foreign competition.

Americans interested in obtaining a competitive position in this area or in expanding their present facilities should carefully consider the following proposals.

Where proposals are identified only by a code number, address inquiries to the Office of International Investment, Department of Commerce, Washington 25, D.C., including the specific code number.

2654 Sanitary food containers

• A licensing arrangement is sought to produce waxed papers, milk cartons and fiber containers for soft drinks.

These items are not produced in the Philippines at present. Contact is desired with an American firm with market knowledge and adequate resources. Code 3-2654-1.

2820 Plastic materials

• A manufacturer and importer of paints and lacquers is interested in producing industrial and decorative laminates which are not now produced in the Philippines. He would like a licensing arrangement with a U.S. manufacturer of laminates who can also offer technical assistance.

Write to Fuller Paint Manufacturing Co. (Philippines) Inc., Reliance at Epifanio de los Santos Ave., Mandaluyong, Rizal.

2834 Pharmaceutical preparations

• A producer of pharmaceutical products and importer of chemicals and packaging materials from the U.S. wants to make antibiotics under a licensing arrangement or on a joint-venture basis with an American manufacturer without current Philippine connections.

Eventually, he hopes to market production throughout the Far East.

A company catalog is available on loan. Code 3-2834-1.

2851 Paints, varnishes

• An established firm which produces a broad line of paints wishes a licensing arrangement to make a line of water paints (calcimine). Products would be marketed at first in the Philippines and later throughout southeast Asian countries.

The company prefers a joint venture, but would also consider licensing arrangements. Code 3-2851-2.

• An importer of paints, wood preservatives and chemicals desires agency arrangements for all types of paints and coatings.

The company is also interested in a joint venture with an American producer to make basic chemicals as part of a program to improve and expand its present facilities. Code 3-2851-1.

3714 Motor vehicle parts, accessories

• A manufacturer, importer and exporter of main and connecting-rod bearings in the Philippines wishes to obtain a licensing arrangement, including the use of trade names, to produce Babbitt-lined bearings.

The company also wishes to produce engine valves and wants a licensing arrangement for technical know-how.

In general, the firm wants to produce a broad range of auto component parts.

The president of the firm plans a trip to the U.S. in the near future. A copy of the company catalog is available on loan. Code 3-3714-1.

Manufacture of aluminum frames sought in Italy

An Italian firm that produces steel and light alloy door and window frames seeks manufacturing rights for aluminum frames for windows, doors and other applications.

Write to Giammatteo G.—Costruzioni Meccaniche, Via Tiburtina 663, Rome. Italy.

Indian firm plans roller production

Seeks venture capital, equipment

Private American financial and technical collaboration are sought for an Indian venture to produce rollers for textile and printing machinery and typewriters.

A report in the Department of Commerce indicates that Indian demand for such items is inadequately served by 5-6 domestic producers.

The Indian company states that it has the necessary equipment to produce rollers in its existing factory, except for a calender machine and extruder which could possibly be supplied by the American participant as part of its equity subscription.

The total cost of the project is estimated at $210,000 (1 million rupees) of which $105,000 or more would be raised in India and $101,000 would be contributed by the American participant.

Address inquiries to the Office of International Investment, Code 4-3550-1, Department of Commerce, Washington 25, D.C.

Investing in Uganda?

The Government of Uganda recently issued a booklet titled "Uganda, the Background to Investment."

The booklet contains useful and interesting information on Uganda's economic development, resources, transportation and communications, as well as on the investment scene.

Copies of the booklet may be obtained on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

Articles with investment information on Uganda have recently appeared in INTERNATIONAL COMMERCE in the issues of October 1, page 6, and August 6, page 48.

Poultry raiser in Greece seeks joint venture

Proposes integrated operation, needs $500,000 capital, supplies

A large poultry-raising firm which sells to markets in Greece and the Balkan countries seeks a joint-venture arrangement with an American company in the same field.

The firm proposes to raise poultry in Greece and to sell its production there as well as throughout the Common Market, particularly in West Germany.

The initial investment contemplated would be $500,000.

The firm indicates that poultry feeds—corn, soybean oil meal, milo and additives—and necessary equipment—automatic feeders and waterers, electric fans, dressing plant with freezing facilities, and incubators—would be bought in the U.S.

Qualified and interested poultry firms in the U.S. are urged to contact the Office of International Investment, Code 4-2015-1, Department of Commerce, Washington 25, D.C.

German licensing opportunities open

One firm offers a license for PVC plastic tubing; other firms seek licenses for electrical or electronic equipment, farm and construction equipment, machinery, or various candies

One German firm offers a license to a U.S. firm for the production of PVC plastic tubing while five other firms wish licenses to make electrical control apparatus, electronic measuring or control equipment, farm and construction equipment, machinery, and various candies.

● A plastic products manufacturer in West Berlin offers U.S. firms a license to manufacture its protective flexible tubing, produced from hard PVC material without metal inlay.

Potential end uses for the tubing include electrical conduits, protective tubing for automobiles and trucks, and as flexible tubing for liquids. Tubing may be made with an inside diameter of 9 to 50 mm.

A sample of the tubing and descriptive literature are available on a loan basis from the Office of International Investment, Code 1039, Department of Commerce, Washington 25, D.C.

Licenses wanted

● A manufacturer of electrical-control apparatus and electronic-control devices for motorized drives with direct-current motors seeks a license to add new products to its manufacturing program.

Write to Pintsch Bamag Aktiengesellschaft, Butzbach, Hesse, Germany.

● A manufacturer of electronic measuring equipment and electromechanical apparatus seeks licensing rights to produce electronic measuring equipment, electromechanical apparatus and allied products.

Interested American firms may write to H. Bieber KG, Schnathorst über Loehne i.W.

● A license is sought for the production of agricultural equipment and machinery used in the construction industry by a manufacturer of one- and two-axle, narrow-gage tractors and gardening equipment.

Write to Bungartz & Co., Neumarkerstrasse 8, Munich 8.

● A shipbuilder and manufacturer of engines and heavy equipment wants to manufacture heavy engines and other machinery under license from U.S. firms.

Write Bremer Vulkan Schiffbau and Maschinenfabrik, Weserstrasse 64-67, Bremen-Vegesack.

● Manufacturer seeks a U.S. license to make chewing gum, candies of all kinds, lollipops and chocolates.

Write Ferdinand Hitschler und Sohn, 95a Petersbergstrasse, P.O. Box 27, Cologne-Klettenberg, Germany.

Machinery production asked by Belgian firm

A Belgian firm seeks arrangements with U.S. firms to produce varied types of machinery.

It will consider either licensing arrangements or a joint venture with U.S. financial participation.

It is interested in the following types of equipment: Machinery for the printing and graphic arts industries, automatic office machinery and card perforating machinery, injection pressure molding and other machinery for plastic and rubber industries, machinery for the food industry and packaging machinery.

Write to S. A. Brumeca, 66 Blvd. de l'Imperatrice, Brussels.

Firms in New South Wales look for U.S. partners

A new 10-page report gives detailed descriptions of 50 manufacturing companies in New South Wales which are actively seeking association with U.S. firms.

The firms represent about 25% of the business opportunities on file in the New South Wales (Australia) Government Office in New York.

The major categories in the report include chemicals, plastics, electrical-electronics, machinery-metalworking, and food processing. Products range from plastic games and sporting goods to heavy materials-handling equipment.

Copies of "A Catalogue of Potential Partners" are available without cost from the New South Wales Government Office, 680 Fifth Ave., New York 19, N.Y.

U.K. firms want to produce plastics, tools, equipment, chemicals, foods

Eight companies look for licenses or joint ventures from American firms to make varied group of products

Eight U.K. firms seek licenses or joint-venture arrangements to produce varied products or equipment.

They are interested in manufacturing the following U.S. products: pumps and motors, plastics, machine tools (2) and packaging machinery, marine products, quick-frozen foods, chemicals, and steel fabrications.

● A manufacturer of small and medium-size equipment for hydroelectric plants seeks a license from U.S. firms to produce additional products.

It is interested in a range of products including variable-discharge oil pumps and motors, axial-flow pumps, and special and servopower equipment.

Write to the Armfield Hydraulic Engineering Co., Ltd., Ringwood, Hants, England.

● A plastics manufacturer seeks a license to produce U.S. products. It is a specialist in molding thermoplastic materials and would be interested in any new developments in this field.

Write to Heathrod Ardwyn & Co., Ltd., Oxonia Works, Radley, near Abingdon, Berks, England.

● A firm of precision engineers and jig and tool makers wants a license to produce lathes, milling machines, grinders, shapers, and other machine tools; or canning, and packaging machines and their various attachments.

Write to Flanders Engineering Co., Ltd., Day's Land, Belper, Derbyshire.

● A manufacturer of jigs, tools and fixtures, which also undertakes high-precision machining of all types, seeks an association with a U.S. firm to produce additional lines.

Write to the Chillington Tool Co., Ltd., P.O. Box 45, Wolverhampton, England.

● A firm of shipbuilders and engineers seeks a joint-venture arrangement with American firms for construction of marine products.

Write Ardrossan Dockyard, Ltd., Ardrossan, Ayrshire, Scotland.

● A small company engaged in the quick-freezing of exotic precooked products seeks American cooperation for expansion into related products.

Write Black Isle Frozen Foods, Ltd., Allangrange, Munlochy, Ross-shire, Scotland.

● A distiller and processor of coal tar which markets disinfectants, solvents, and chemicals for the paper trade seeks a license to manufacture related chemical products.

Write to William Butler & Co. (Bristol) Ltd., Silverthorne Lane, St. Philips, Bristol 2.

● A large steel fabricator is interested in widening its scope and seeks a joint-venture arrangement with an American firm.

Write to Fleming Bros. (Structural Engineers) Ltd., Stanchion House, Park Gardens, Glasgow C3.

The company produces propellers and various metals in blocks, strips and bars.

The complete details of this proposal may be obtained by writing to Mr. Max Lips, director, Lips N.V., 52 Badhuisstraat, Drunen, Netherlands.

● A machine factory specializing in the manufacture of apparatus and materials for small offset printing presses seeks a licensing agreement with an American firm for vertical reproduction cameras.

The firm states it has developed an accessory which can greatly enhance the usefulness of reproduction cameras.

Camera, metal projects open in Netherlands

Firms seek joint venture, license for offset cameras, pipe work

One Netherlands firm is interested in a joint venture with a U.S. firm to produce strip metal and another company seeks a license to produce offset cameras and metal parts for the metal industry.

● A joint venture with an American firm to make strip metal for the manufacture of pipes and tubes is sought by a Dutch firm.

Write Machinefabriek Buhrs & Zonen N.V., 7 Vredeweg, Zaandan, Netherlands.

French firms ask metal product, textile licenses

Manufacture of steam installation devices, gas engines, gear boxes, shaped metal products sought

Four French firms are interested in manufacturing the following products under license from American firms: Finished cotton and synthetic yarns, devices for steam installations, gasoline engines or sliding gear boxes, and products made from sheets and shapes of various metals.

● A textile dyeing mill that specializes in the production of cotton yarns for weaving and knitting seeks licensing arrangements with U.S. firms engaged in related activities.

It is primarily interested in special dyeing processes and finishing treatments for both cotton and synthetic yarns. The firm stipulates that the arrangement cover all processes necessary for package dyeing of cotton as well as manmade fiber yarn.

Write to Teintureries Tournier Coarraze (Basses-Pyrénées), France.

● A manufacturer of condensed water steam traps and distributor of related equipment seeks a license to manufacture American steam valves, relief valves, temperature regulators, and all devices and material which can be used in steam installations, superheated water or other fluid installations.

Write to Société Industrielle des Charmilles, 77 avenue Parmentier, Paris 11 France.

● A firm engaged in general engineering on a subcontracting basis seeks licensing rights to produce a gasoline engine, sliding gear box or any other mechanical product.

Write Soc. Lajous et Cie, La Piece Automobile et Agricole, 227 rue de Paris, Compiègne (Oise).

● A firm that makes different kinds of locks, grille work, and metal furnishings —principally for the construction industry—seeks licensing rights to manufacture any products using sheets and shapes made of steel, stainless steel, aluminum and other metals.

Write Le Travail du Metal, 59 avenue Ledru Rollin, Paris 12.

U.S. exhibition in Mexico City to open 1963 schedule for OITF

Exposition to be all-U.S. show; more than 90 firms plan to take part; theme to be 'Allies in Progress'

An official U.S. exhibition in Mexico City, Feb. 8-28, will open the Commerce Department's 1963 international trade fairs schedule.

The Mexico City event will be an all-U.S. event, with no other nations participating.

Theme of the exhibition—in which more than 90 U.S. companies will display and demonstrate their products—is "Allies in Progress."

Staged in Chapultepec Park in the heart of Mexico City, the show will cover a display area of nearly 100,000 square feet, including 2 U.S. pavilions and an outside demonstration area for farm implements and road building machinery.

Exhibits will be devoted to medical supplies, food processing machinery, textile equipment, business machines, machine tools, and automotive equipment.

Also to be shown are such American-made products as color television, farm machinery, mining and earthmoving equipment, pleasure boats, and other sporting equipment.

To promote tourism

The "Travel USA" exhibit will highlight tourist attractions in the U.S. to stimulate greater travel to this country by Mexican visitors.

Design and construction plans for the exhibition — which will be housed in specially constructed pavilions—are being developed by William M. Schmidt Associates, Harper Woods, Mich.

Details on the Commerce Department's international trade fairs schedule for 1963 will be announced in the near future in INTERNATIONAL COMMERCE.

The new schedule will include U.S. participation in commercial type trade fairs in countries where there is a demand for U.S. goods combined with the dollar resources to pay for them. Market studies will determine the areas with the best merchandising potential for U.S.-made goods.

NETHERLANDS AUTOS

New motor vehicle registrations in first half 1962 rose to 82,217, up 20% from 1961.

Bangkok Center to stage local agents' shows

Refrigeration, air conditioning, autos, trucks to be featured

The U.S. Southeast Asia Trade Center in Bangkok will stage a Refrigeration and Air Conditioning Show Nov. 27-Dec. 28 and an Auto-Truck Show Jan. 15-Feb. 8, 1963.

These shows will differ from usual Trade Center promotions in that the participants will be local representatives of U.S. manufacturers rather than the manufacturers themselves. Only products of U.S. firms now represented in Thailand will be shown and these will be supplied from local stock.

All arrangements for the shows will be undertaken by the Commercial Attache at the U.S. Embassy in Bangkok.

Some 20 U.S. manufacturers of air conditioners, refrigerators and freezers, for use in the home as well as in commercial and industrial establishments, are represented in Thailand.

In the automotive field, a dozen local distributors in Bangkok market the products of U.S. automakers. The technique of selling by display and demonstration has not been widely practiced in Southeast Asia, the Embassy states.

Experience thus far with Trade Center exhibits, the Embassy reports, has shown that one of the valuable services the Trade Center performs is to help local agents of U.S. manufacturers present their merchandise in an attractive way and through demonstrations.

The Center in Bangkok provides "a superb setting" for sales efforts of this kind, according to the Embassy.

U.S. firms interested in having their products exhibited in the 2 shows should instruct their Thai representatives to contact the Commercial Attache, U.S. Embassy, or the Manager, U.S. Southeast Asia Trade Center, Bangkok.

Small businesses featured by U.S. at Pakistan fair

Irrigation equipment noted by Minister of Commerce

Small business operations are the highlights of the U.S. exhibition at the current Pakistan International Fair in Karachi.

A total of 91 U.S. firms from 24 states and the District of Columbia are cooperating in displays and demonstrations of U.S. products and technology at the event. The show will be held through Nov. 20.

Pakistan Minister of Commerce Wahid Uzzaman toured the entire U.S. pavilion at the Oct. 12 opening and showed particular interest in the laundry and drycleaning, woodworking, tire recapping, irrigation and machine tool exhibits.

Minister Uzzaman took special note of the irrigation equipment, saying, "This could permit our harvesting early spring crops before Pakistan's flood season."

Other Pakistan officials commented on the woodworking and small industry machine displays as appearing very suitable for development of the country's cottage industries.

General public attendance at the opening totaled 14,500.

For a photographic tour of the U.S. exhibit, see pages 20 and 21.

Construction equipment to be shown in Chicago

Leading manufacturers of construction equipment will put their sales foot forward early next year to approximately 70,000 buyers who will be in Chicago for the International Construction Equipment Exposition.

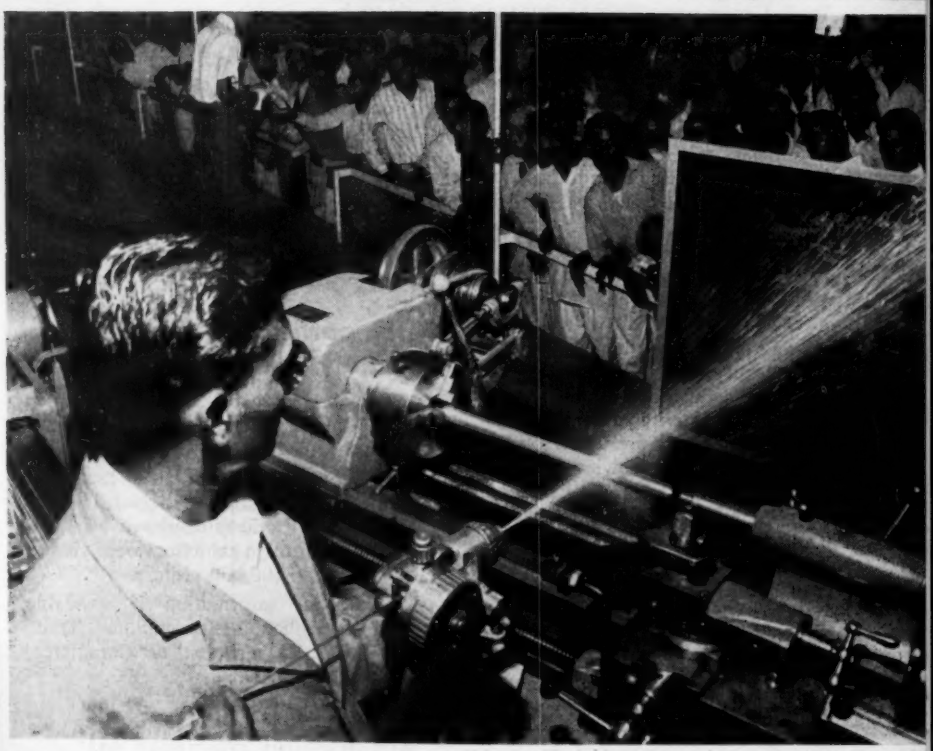
The show, to be held at Navy Pier Feb. 23-March 1, will be a sellout, according to the event's manager, Ben Johnson.

Buyers of construction equipment, he said, will have an opportunity to see the newest products of leading manufacturers.

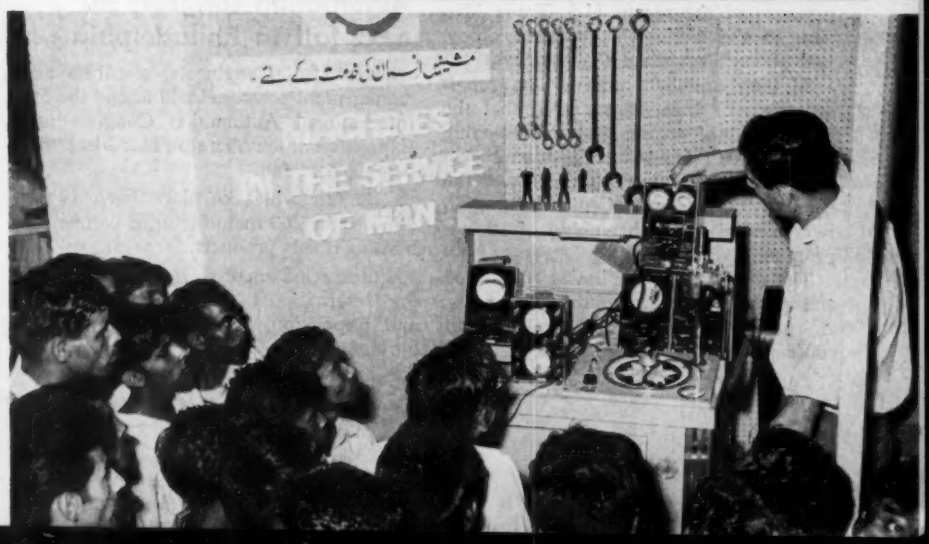
Additional information is available from Johnson at the ICEE Headquarters Office, 116 S. Michigan Ave., Chicago 3, Ill.

Karachi fair

WASHING AND SPRINKLING: Interested Pakistanis see a laundry and drycleaning demonstration (above), and think about their arid country while watching the display of portable irrigation equipment (right). Fair attendance has been good.



SHOW OF HANDS: Enthusiastic Pakistanis receive brochures (above) which describe the U.S. exhibition. The 3 photos at right illustrate a few of the many demonstrations supporting the fair theme, "Machines in the Service of Man." The exhibit opened on Oct. 12 and will run through Nov. 20.



London Center to feature hand tools, heating, air conditioning equipment

Two shows scheduled for early next year; interested U.S. companies must have representation in United Kingdom

U.S.-made small hand tools and heating, ventilating and air conditioning equipment will be displayed at the London Trade Center early next year.

Exhibits for the 2 promotions will be assembled locally by the Office of the Commercial Counselor at the U.S. Embassy in London from the stocks of British agents representing U.S. firms.

These shows will differ from usual Trade Center promotions in that the participants will be local representatives of U.S. manufacturers instead of the manufacturers themselves. Only products of U.S. firms now represented in the United Kingdom will be shown, and these will be supplied from local stock.

U.S. firms seeking to join these promotions must already be represented in the United Kingdom.

Hand tools will be promoted Jan. 3-15. This theme was chosen after discussions with leading agents and representatives of U.S. manufacturers indicated a fast-growing market for the diverse items in this category.

On the industrial side, the high rate of industrial activity in the U.K., an increasing number of repair establishments of all kinds, and growing construction and do-it-yourself markets have contributed to a mushrooming demand for small hand tools.

Chain stores are devoting more and more counter space to tools and parts, and department stores have blocked out whole areas devoted to products for do-it-yourself workmen.

The Heating, Ventilating and Air-Conditioning Show scheduled for Feb. 26-March 15, 1963, was suggested by the experience of the recent U.S. Trade Mission to the U.K. which visited offices and plants throughout the country.

Mission members and British representatives of U.S. firms agreed that the entire field of temperature conditioning would benefit from an educational program attuned to the requirements of the economy. The Trade Center promotion is conceived as the beginning of such a program.

The display will emphasize room-type and package-type air conditioning units, air purifiers, combination heating and cooling units, oil burners, space, wall and floor heaters. Essentially, these are the smaller mass-produced units of up to 30 tons capacity and high pressure systems for buildings. Manufacturers for controls are also invited to participate.

Requirements for participation are the same in both shows: products that fall within the scope of the promotion, and representation in the British market prior to the opening of the show; this may be through a British agent, branch office, or other means.

Each exhibitor must contribute $280 (£100) to a joint exhibitors fund for promotional functions. There is no charge for the use of Trade Center services and facilities.

Interested manufacturers should have their British agents contact the Office of the Commercial Counselor, U.S. Embassy, London.

U.S. participation sought in Italy handicraft show

Italy has invited U.S. participation in the 27th International Handicraft Exposition, scheduled April 24-May 12, 1963, in Florence.

Nineteen countries participated in the 1962 event. Products displayed by 3,000 Italian and foreign exhibitors were viewed by more than 600,000 visitors.

Additional information is available from the Office of International Trade Fairs, U.S. Department of Commerce, Washington 25, D.C.

Automation congress set next fall in Philadelphia

Over 15,000 engineers, scientists and management personnel will attend the 5th International Automation Congress and Exposition at the Sheraton Hotel in Philadelphia next fall.

The fair will take place Nov. 19-21, 1963. Over 200 manufacturers will be exhibiting their products.

Further information is available from the International Automation Congress and Exposition, 933 Ridge Ave., Pittsburgh, Pa.

Schedule

LONDON

Medical and Surgical Supplies and Equipment: Nov. 8-30.
Children's Christmas Book Show: Dec. 12-21. **
Small Hand Tools: Jan. 3-15, 1963. **

Toys and Games: Jan. 22-Feb. 8, 1963.
Heating, Ventilating and Air-Conditioning: Feb. 26-March 15, 1963. **
Department of Agriculture: April 1-30, 1963. (Products to be announced.)

FRANKFURT

Electrical Appliances: Nov. 13-Dec. 7. *
Automotive Service Equipment: March 12-29, 1963.

BANGKOK

Air Conditioning and Refrigeration Equipment: Nov. 27-Dec. 28.**
Automobiles-Trucks: Jan. 15-Feb. 8, 1963.**
Small Farm Machinery and Equipment: Mar. 5-Apr. 12, 1963.

TOKYO

Industrial Instruments & Laboratory Apparatus: April 2-26, 1963. *
Department of Agriculture: May 12-June 22, 1963. (Products to be announced.)

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* Denotes opening show.
** Denotes shows prepared by Embassy commercial staff using stocks of American-made goods held abroad by agents of U.S. firms.

Companies interested in participating in any of the regularly scheduled shows listed above are urged to write to the Department of Commerce, Trade Centers Division, Washington 25, D.C., for full information and market data.

Mozambique invites bids on 3,390 meter bridge

Tenders are being requested for construction of a 3,390 m. (11,122 ft.) bridge in the form of a reinforced concrete causeway linking the mainland to the island of Mozambique.

Bids must be submitted in Portuguese by Dec. 11 in a sealed envelope addressed to the Special Committee for the Construction of the Mozambique Island Bridge, Mozambique Public Works & Transport Services, Lourenço Marques.

Interested bidders must make a provisional qualifying deposit of $16,534.62 (480,000 escudos) corresponding roughly to 2.5% of the total estimated bridge construction cost, or $660,948 (19,187,310 escudos).

The deposit may be in cash or a bank guarantee at the order of the Governor General of Mozambique with the *Banco Nacional Ultramarino,* Lourenço Marques.

Special deposit forms will be issued for the purpose by the accounting section of the Mozambique Public Works & Transport Services.

Tender documents, comprising bidding terms, specification data, drawings, and engineering calculations, bound in one large volume, are available from the Public Works for $46.50 (1,350 escudos), excluding airmail postage, which depends on the actual weight of the documents.

Iraq requests tenders for radio broadcast unit

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, is inviting bids for supply of a mobile broadcast unit to Directorate General of Broadcasting & Television, Baghdad.

Equipment to be purchased includes an 8-channel audio mixer, 2 portable tape recorders, a complete radio transmitter (range 40 miles) for operation in frequency band 88-108 mc., other radio communication equipment, and complete receiving equipment for installation in Broadcasting House, Salhiya, Baghdad.

The closing date for bids is Jan. 13, 1963.

Tender forms and specifications may be reviewed in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Dam construction planned in Tunis; U.S. firms to bid

Engineering works to include supply system, water outlet

The Secretary of State for Agriculture of the Tunisian Republic plans to invite bids by Tunisian and U.S. firms to carry out the civil engineering works for the Kdir el Goulla Dam about 15 km. from Tunis.

The dam is to provide for a reservoir to supply Tunis with drinking water.

It is situated in a natural subsidence where there is no river or flow; therefore there is no provision for a spillway and no risk of submersion.

The reservoir basin is to be fed water by means of a conduit.

The complementary works consist of the construction of a supply system to feed the reservoir basin, a drainage gallery, and a water outlet under the dam, representing a total of about 2,300 m3 of concrete, of which 1,300 m3 will be reinforced concrete, the supply and the setting of important hydromechanical equipment (valves, welded steel pipes of 1 m. diam.), and the grouting of 900 linear meters to submaterial to an average depth of 15 meters.

Contractors interested in prequalification to submit bids must prepare documents, with 3 copies, precisely stating: Technical qualifications, especially past experience; financial capability to do the work, including the firm capitalization and a financial statement of recently completed work; equipment and staff to be used; in case of subcontracts for part of the work, reasons for the action.

Firms wishing to form joint ventures should indicate such intent when making application.

Applications, in French or English, must include 3 copies of the documents of qualifications and be addressed to Monsieur l'Ingenieur en Chef, Chef du Groupe de l'Hydraulique et de l'Equipment Rural, Secretariat d'Etat a l'Agriculture, Tunis; deadline is Dec. 15.

Documents received after this date will automatically be rejected for prequalification.

Cement factory erection, expansion planned by U.A.R.

Egypt is inviting bids for supply of machinery for a new cement factory in upper Egypt with a capacity of about 200,000 tons a year and for the expansion of 4 other mills as follows: Tourah Portland Cement Co. and Helwan Portland Cement Co. by about 250,000 tons a year each; Alexandria Portland Cement Co. and National Cement Co. by about 200,000 tons a year each.

Offers are invited on all or part of the machinery required.

Time of delivery should be as short as possible, terms of payment should be explained, and credit facilities would be appreciated.

Tenders should reach the General Egyptian Organization for Building Materials & Ceramics, 49 Kasr El-Nil St., Cairo, by Dec. 1.

A copy of the specifications is available on a short loan basis from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WO 7-5589).

Radio-communication, related instruments sought in Korea

The Government of the Republic of Korea is inviting bids for supply of 18 sets of VHF (152-74 mc.) FM receivers and 25 w. transmitters for single channel duplex radiotelephone service with 2-wire termination, RG-17/U cable and connectors, radio measuring and testing instruments, portable oscillators, electron tubes and semiconductors, relays, fuses, storage batteries, replacement parts for telephone carrier and switching equipment, telephone transmission measuring equipment, telegraph distortion analyzer, page printers, 8 mm. bare copperplated wire, parts and maintenance kits for telephone and telegraph apparatus, other parts and accessories, and trucks for transporting concrete telephone poles.

Bid deadline under invitation KF X-2113-S is Nov. 20.

Copies of the tender documents, specifications, and instructions may be obtained from Chung Soo Park, Procurement Attaché, Korean Embassy 2320 Mass. Ave., Washington 8, D.C.

Power station construction bids sought by Nigeria

Nigeria has issued an invitation for bids for qualified contractors in Category "G" of the Federal Ministry of Works List for construction at the Afam Power Station near Port Harcourt.

The works are required to house an additional gas-turbine and alternator set rated at about 20 mw. together with the associated constructional works and substations.

The contract forms an extension to a recently completed power station.

A short precis of the extent of the works for which complete offers are invited may be obtained by application to either Resident Engineer, Electricity Corporation of Nigeria, Adelphi, John Adam St., London, W.C.2; or Secretary, Electricity Corporation of Nigeria, 13 Broad St., Private Mail Bag 2030, Lagos, Nigeria.

Tender documents may be obtained from the above address for £30 in favor of the Electricity Corporation of Nigeria, not refundable.

Bid deadline is noon Nov. 23.

Phytopathology equipment asked by Greek Government

Bids are being invited by the Greek Ministry of Commerce for phytopathology laboratory equipment, including various microscopes, photographic apparatus, scale balances, and miscellaneous equipment.

Total value of the instruments is estimated at $73,000.

Bid deadline is Nov. 26, ref. 317434/22684, and tender invitation C/695.

Bids are to be addressed to and bid forms may be obtained from Ministry of Trade, Director General of Procurements, Direction C' State Purchases, Section D, Office II, 50 Socrates St., Athens.

Copies of the bid invitation are available for review purposes only to U.S. firms from Scientific, Photographic, & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2775).

Ecuador invites bids on hospital construction

The Ministry of Social Welfare is inviting bids for the first-stage construction of a building to house the General Hospital of Portoviejo, Ecuador.

For 500 sucres (about $28), payable in advance and not reimbursable, bid tenders and specifications may be obtained from:

Departamento Asesor de Salud del Servicio Cooperativo Interamericano de Salud Publica, Guerrero Mora Bldg., 50 Piso Calles Guayaquil y Chile, P.O. Box 680, Quito, Ecuador.

Juntade Asistencia Social de Manabi, Hospital Civil de Portoviejo (Welfare Assistance Board of Manabi, Civil Hospital of Portoviejo), Portoviejo, Ecuador.

Departamento Asesor de Salud del SCISP, P.O. Box 1141, Guayaquil, Ecuador. (Telephone: 13867.)

Tender details including necessary qualifications may be obtained from Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

Oilfield materials wanted in Iraq

The Director General of the Government Oil Refineries Administration, Iraq, is inviting bids until Nov. 24 for materials to be used at the Khanaqin Oil Fields.

Tenders 42/62 may be obtained from that office for $3.50 a copy.

Bidders must make a deposit, and bids must be submitted to Head of the Tenders Committee, G.O.R.A., Baghdad. Material needed includes galvanized steel tees, elbows, bends, and unions, 815; 5,600 ft. pipe ½-2 in.; 350 valves, sockets, and cock bibs ½-1 in.; 50 sets of water closets Asiatic type; 1,250 ft. angle iron; 550 R.S. joists; 50 steel windows and 40 tons cement.

Specifications are available on short term loan from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Freight cars wanted by Mozambique railroad

Mozambique is requesting worldwide tenders calling for sealed bids on 200 high-sided, 40 metric ton capacity, and 20 drop side gondola cars, 2-axle, 18-ton capacity.

Bid closing date is Feb. 4, 1963.

Bidders must deposit $37,891.83, which is about 2.5% of the total bid value, and bids must be submitted in Portuguese.

Tender documents may be obtained from Servico de Armazens da Direccao de Exploracao do Porto e Caminhos de Ferro da Beira (Office of the Storekeeper for the Beira Portland Railway Services), P.O. Box 1399, Beira, Mozambique, for $.69 plus $31 for drawings (not including mailing costs).

Medical lab equipment requested by Pakistan

The Government of East Pakistan is inviting bids for various medical and surgical instruments including, but not necessarily limited to, the following:

One complete isotope scanning system, one complete kidney function analyzer system, one complete thyroid uptake analyzer system, and surgical and hospital instruments and equipment.

Bid deadline is Dec. 12; bid invitation forms are in English.

Invitations to bid are to be submitted to Director of Supply, P.I.D.C. House, Motijheel, Dacca, East Pakistan.

Copies of bid invitation and instructions to tenderers are available for review purposes only from the Scientific, Photographic, & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2775).

Soil-testing equipment bids invited by Greece

The Greek Ministry of Agriculture is inviting tenders for a variety of soil-testing laboratory equipment ranging from special method apparatus to general-use equipment, estimated value $15,000.

Tenders should be submitted by Dec. 5 to the Office of Land Reclamation Service, Ministry of Agriculture, Room 316, 60 Kolokotroni St., Athens—also where bid forms may be obtained.

Correspondence should cite call for bids 231.

A copy of the tender notice is available for review purposes only from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2775).

India extends bid date for alloy steel plant

The deadline for submitting bids for the alloy steel plant to be constructed at Durgapur, West Bengal, has been extended from Nov. 15 to Dec. 1. (INTERNATIONAL COMMERCE, July 9, p. 22; Nov. 5, p. 31.)

Specifications covering machinery and equipment to be installed in the plant are available for review in Room 4016, Department of Commerce, Washington 25, D.C.

Sheets, pillowcases wanted by the U.N.

Bids are being invited by the United Nations for a supply of sheets and pillowcases.

Invitation 2-10818 A covers the following:

Sheets, 43,000, white bleached cotton, minimum weight 4 oz. per sq. yd., minimum thread count 68 x 60, size 54 x 90 in., 1 in. hem, finished size 54 x 88 in.

Pillowcases, 24,000, white bleached cotton, weight same as above, size 42 x 36 in. torn, 3 in. hem.

Bids, c. & f. Matadi, Congo, will be received at the U.N. Purchase & Transportation Division, Room 2152, New York, until 2:30 p.m. Nov. 23.

Bidders should submit swatch samples of the material on which quotations are based, indicating thread count and weight per sq. yd.

Delivery is required at Matadi by Feb. 15, 1963.

A copy of the invitation and further information may be obtained from J. J. McDonald, United Nations, New York (telephone PLaza 4-1234, ext. 495).

A copy of the invitation is available for review in Room 4016, Department of Commerce, Washington 25, D.C.

Industrialized milk plant bids sought by Chile

Chile is seeking a proposal for the supply, technical knowhow, assembly, and setting in operation of the machinery and equipment for an industrialized milk plant in Ancud.

Bids will be opened on Dec. 30 by the Board of Development & Agricultural Studies, Teatinos 40, Santiago.

A copy, in Spanish, of the proposal may be examined in the Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

U.A.R. invites tenders for soil-testing apparatus

The United Arab Republic is inviting tenders for 2 sets of tensiometer type soil-testing apparatus, each containing 3 12-in., 3 24-in., and 3 48-in. tensiometers, 1 vacuum pump, and fluid in plastic bottle.

Bids and correspondence should be addressed to the General Organization for Desert Reclamation, 70 Goumhoria St., Cairo.

People who know say

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: CHapel 7-0311, Ext. 386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone: TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: WOodward 3-9330, Ext. 510
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston 2, Tex., U.S. Courthouse and Federal Office Building, 515 Rusk Ave., Phone: Capitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: GRant 1-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse,, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

Ceylon invites bids on harbor construction

Preliminary information about the proposed construction of a harbor at Kankesanturai in north Ceylon and tender documents may be obtained from the Engineering Corp., 48 Sri Jinaratana Rd., Colombo 2.

A deposit of 500 rupees for the tender document is refundable providing a tender is submitted to the corporation.

Tenders close at 2 p.m. Dec. 31.

Documents may be examined at the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C., or in Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

Korea invites tenders for water pumps, piping

The Office of Supply, Government of the Republic of Korea, has announced that bids will be accepted until Nov. 27 for the following items.

2 pumping units, turbine deep well. 2,000 g.p.m., 120 ft. TDH., 90 hp. diesel motor; 2 pumping units, horizontal split case centrifugal, 920 g.p.m., 200 ft. TDH./75 hp. electric; 1 pumping unit, horizontal split case, 375 g.p.m., 200 ft. TDH, 40 hp. electric; 1 pumping unit, vertical turbine or deep well. 2,000 g.p.m., 120 ft. TDH, 100 hp. electric: 100 meters 24 in. and 10,000 meters 48 in. water pipe, centrifugally spun ferrite ductile iron.

Specifications for this invitation KFX-2110-A, Project 62-66, are available on a short loan basis from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

India seeks tenders on tire plant equipment

The Delhi Cloth & General Mills Co., Ltd., is seeking machinery, parts, equipment, and supplies for a 10 ton per day viscose rayon tire cord and tire yarn plant, together with the necessary auxiliary facilities, including water treatment, steam and power generation, ventilating and air conditioning.

Interested suppliers should contact Chemtex, Inc., 850 Third Ave., New York 22, for any required information on or before the end of November.

All U.S. procurement is financed by AID loan 33, and sales will be made on an f.a.s. port of exit basis.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

- ■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.**
- ● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- ★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, U.S. Department of Commerce. NCIA following indicates no commercial information available.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

011 Field Crop Farms

Austria

Mustard seed, brown, for industrial use. Franz Pongracz (sales agent), Lainzerstrasse 47, Vienna XIII.

012 Fruit, Tree Nut, Vegetable Farms

Netherlands

Oranges, lemons, cranberries, apples, pears. Direct purchase and agency. Michel Fresco N.V., Groothandelsgebouw E 18 (importer, wholesaler, exporter, transit trader), 18 Conradstraat, Rotterdam 4.

Fresh fruit, such as apples, pears, citrus fruit. Algemeene Vruchten Import Mattschappij N.V. (importer, exporter, transit trader), 53 Walenburgerweg, Rotterdam 4.

019 Miscellaneous Commercial Farm Products

Canada

Rare tropical fish, unusual items related to aquarium field. Aquarium Sales & Service (importer, wholesaler, retailer), 5523 Victoria Dr., Vancouver 16, B.S.

195 Small Arms

Australia

Rifles, pistols. Direct purchase and agency. Lee Rogaly & Lewis Pty., Ltd. (importer), 35 Bathurst St., Sydney. WTD 12/2/60.

200 Food, Related Products

France

Canned food, beer, whiskey; for sales in franc area African countries. Direct purchase and agency. Comptoir Commercial & Industriel (commission merchant), 2 rue du 4-Septembre, Paris. WTD 9/19/62.

Frozen food, offals, fish, shellfish, fruit, vegetables, creams. Direct purchase and agency. Requests replies in French. Unigel (agent), 8 pl. Vendome, Paris 1er.

Iraq

Canned foods including vegetables, fruits, meats, juices, flavors, essences. Direct purchase and agency. Tarik Jamil Al Aziz (importer, commission agent), Mirjan Square, Shorja Market, Baghdad. WTD 9/27/62.

Italy

All types of preserved food products. Molini Carli, Guidi di Pietro Carli (flour mill), Via Oberdan 22, Brescia. WTD 9/10/62.

Netherlands

Dried fruit, canned fruit, frozen poultry. Co-op Nederland (cooperative society, importer, wholesaler), P.O. Box 6008 or 40 Vierhavensstraat, Rotterdam 7.

204 Grain Mill Products

France

Soluble corn, milocorn, 100% or 70% soluble, for animal feeds. SARIA—Société Anonyme de Recuperations Industrielles et Agricoles (manufacturer, wholesaler), 2 rue Cuvier, Le Havre (Seine-Maritime). WTD 10/17/62.

205 Bakery Products

Germany

Cakes, cookies, muffins; not perishable, requests replies in German. Brotvertrieb Wilhelm Hornschuh (importer, wholesaler, retailer), 41 Duesselthalerstr., Duesseldorf. WTD 10/16/62.

207 Confectionery, Related Products

Canada

Confectionery products for sale to supermarkets, chain, department stores. Exclusive agency for Canada or at least western Canada. G. L. Edmondson, Geo. L. Edmondson & Associates (merchandise broker, manufacturer's agent), 318 Homer St., Vancouver 3, B.C. WTD 9/27/62.

220 Textile Mill Products

British Guiana

Denims, drills, synthetics, other types of fabrics for men's suitings. Onyx Agencies (importer, commission merchant), 37 Camp & Croal St., Georgetown. WTD 4/27/62.

France

Printed cotton, rayon staple fiber fabrics 36, 48 in. widths; for sale in franc area African countries. Direct purchase and agency. Comptoir Commercial & Industriel (commission merchant), 2 rue du 4-Septembre, Paris. WTD 9/19/62.

Waterproof fabrics, fabrics for manufacturing sporting clothes. Direct purchase and agency. Coratex (manufacturer), 152 rue Montmartre, Paris. WTD 9/28/62.

Fabrics for children's clothing. Direct purchase and agency. Robelin S.A. (manufacturer), (368 rue Saint-Honore, Paris 1.) WTD 9/14/62.

Fabrics. Direct purchase and agency. Unigen (importer, wholesaler), 29 cite d'Antin, Paris. WTD 10/10/62.

Cotton in gray, unbleached; waterproof fabrics. Société Le Vetement Parfait-L.V.P. (manufacturer), 116 blvd. de Grenelle, Paris 15e. WTD 10/12/62.

Germany

Gray cotton shirtings 60 x 60-20/20, 68 x 60-30/30; spun ravon muslin, gray, 60 x 60-30/30, 68 x 60-30/30; synthetic, synthetic mixed fabrics in unicolor and printed for dresses, blouses, suiting; requests samples, c.i.f. or c. & f. Hamburg prices for 20,000-50,000 yards. Grodtmann Import GmbH (importer, general merchant, wholesaler), Glockengiesserwall 15, Hamburg 1. WTD 9/18/62.

Rhodesia, Nyasaland

Interior decorating fabrics. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

221 Broad Woven Fabric Mill Products, Cotton

France

Cotton fabrics, white, khaki, blue, for dresses. Ets. Georges Valat & Cie. (importer, exporter), 18 rue de la Grange Bateliere, Paris 9. WTD 8/2/61.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

England

Nylon upholstery materials. Wm. Eyres & Sons, Ltd. (importer, wholesaler, converter), Harrison Works, Leeds Rd., Otley, Yorkshire. WTD 10/16/62.

France

Synthetic fiber fabrics; requests replies in French. Direct purchase and agency. Sapitex (manufacturer), 42 rue du Faubourg Poissonniere, Paris. WTD 9/6/62.

224 Narrow Fabrics, Other Smallwares Mill Products

England

Specialized belting for use on American machinery. Graton & Knight, Ltd. (manufacturer, importer, exporter), Warwick Rd., Boreham Wood, Herts. WTD 2/19/62.

225 Knitwear

Germany

All kinds of woolen, cotton, synthetic knitwear, such as sweaters, outerwear, underwear for men, women, children; requests price quotations c.i.f. Hamburg, samples that will be paid for. Direct purchase and agency. Schefftel & Clausnitzer (importer, wholesaler), Steinstr. 19, Hamburg 1. WTD 1/2/62.

228 Yarn, Thread Mill Products

France

Unbleached cotton yarns for weaving, knitting; synthetic fiber yarns; good quality. Teintureries Tournier (textile dyeing mill, wholesaler, exporter), Coarraze, Basses Pyrénées. WTD 10/5/62.

South Africa

Cotton yarns, carded, combed, from 1/20s-1/40s, 2/12s-2/80s. Wilmill Weaving Co., Pty. Ltd. (manufacturer), Shannon St., Salt River, Cape Town.

229 Miscellaneous Textile Goods

France

Twine; requests replies in French. Direct purchase and agency. Ets. Lotrand (dealer), 23 rue de la Bienfaisance, Paris 8.

Plastic cloth for paper manufacturing machines. Maupas Freres et Maillard (importer, sales agent), 32 rue de Fontenelle, Rouen (Seine-Maritime). WTD 10/12/62.

230 Apparel

France

Readymade clothes. Direct purchase and agency. Unigen (importer, wholesaler), 29 cite d'Antin, Paris. WTD 10/10/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Belgium

Workmen's clothing, especially overalls, trousers, jackets, industrial gloves. Het Werkmanspaleis (importing distributor), 39 Lange Koepoortstraat, Antwerp. WTD 10/16/62.

Germany

Men's shirts, underwear, blue jeans, related items; price quotations c.i.f. Hamburg. Direct purchase and agency. Hermann Giers (importer, exporter, general merchant), 25 Thadenstrasse, Hamburg-Altona.

Rhodesia, Nyasaland

Haberdashery, men's accessories. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

234 Women's, Misses', Children's, Infants' Undergarments

Germany

Brassieres. "Mascotte" Modellige Kleider, E. M. Seeligsohn (manufacturer, importer, commission merchant), 1 Zantener Str., Berlin 15. WTD 10/16/62.

239 Miscellaneous Fabricated Textile Products

Rhodesia, Nyasaland

Interior decorating articles. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

240 Lumber, Wood Products

France

Flooring, paneling, other construction materials; requests replies in French. Direct purchase and agency. Société des Ouvriers Reunis du Batiment & des Travaux Publics-SORBTP (public works), 14 rue Roger Bacon, Paris 17.

250 Furniture, Fixtures

France

Light furniture for offices, schools; requests replies in French. Direct purchase and agency. S. A. des Imprimerie Oberthur (editor), 5 ave. de l'Opera, Paris 1.

252 Office Furniture

France

Office furniture; requests replies in French. Direct purchase and agency. Deroide & Chaudat (wholesaler, agent), 29 bis rue Princesse, Lille (Nord).

260 Paper, Related Products

France

Coated paper, cardboard; requests replies in French. Direct purchase and agency. Papeteries Bellegarde (importer, dealer), 134 rue d'Auesseau, Boulogne s/Seine.

Printing paper, cardboard; requests replies in French. Direct purchase and agency. Grillet & Feau (importer, dealer), 30 rue des Anciens Combattants, Courbevoie (Seine).

Coated paper, cards, cardboard, paper without woodpulp content for offset printing; requests replies in French. Direct purchase and agency. Papeterie Libert (wholesaler, agent), 9 rue de la Chapelle, Paris 18.

Wrapping, packing supplies; all kinds; processed, unprocessed; requests replies in French. Direct purchase and agency. Ets. Peckre Freres & Turpin (importer, exporter), 153 rue Nationale, Tourcoing (Nord).

Papers, cardboards; all kinds; requests replies in French. Direct purchase and agency. Ets. Minguet & Thomas (importer, dealer), 89 rue Saint-Denis, Paris 10, or head office in Pierrepont-sur-Avre (Somme).

261 Pulp Mill Products

Ceylon

● Mechanical woodpulp, 250 long tons. Bid deadline 2 p.m. Dec. 11. Tenders should be submitted on forms obtainable from K. C. Thangarajah, Chairman, Eastern Paper Mills Corp., 6 Albert Crescent, Colombo 7.

262 Paper Mill Products

France

Self-copying paper; requests replies in French. SAPAP-Société Parisienne de Papiers (wholesaler), 55 rue St. Didier, Paris 16.

"No carbon required" paper; requests replies in French. Ets. Morin & Fils (manufacturer), 64 rue d'Hauteville, Paris 10.

Self-copying paper, other specialities relating to forms printing; requests replies in French. Direct purchase and agency. IMECO (printer), 40 rue de la Folie Regnault, Paris 11.

Paper: Printing, writing, wrapping; requests replies in French. Direct purchase and agency. Papeteries Maunoury (importer, dealer), 9 pl. Dauphine, Paris 1.

Papers for typographic, offset printing; requests replies in French. Direct purchase and agency. Imprimerie Georges Frere (printer), 15 rue A. Briand, Tourcoing (Nord).

264 Converted Paper, Paperboard Products

Austria

Wallpaper of various kinds, such as washable, embossed, coated, scenic. Direct purchase and agency. Mariahilfer Tapetenhaus, Heinrich Naegele KG (importing distributor, manufacturer's agent), 3 Mariahilferstr., Vienna VI.

France

Kraft, cellophane adhesive tapes, wrapping paper; tape holders, plain or equipped with dampening systems; requests replies in French. Direct purchase and agency. Ets. Lotrand (dealer), 23 rue de la Bienfaisance, Paris 8.

Office, school stationery; requests replies in French. Direct purchase and agency. S.A. des Imprimerie Oberthur (editor), 5 ave. de l'Opera, Paris 1.

Office stationery supplies; requests replies in French. Direct purchase and agency. Dergoide & Chaudat (wholesaler, agent), 29 bis rue Princesse, Lille (Nord).

Jamaica

Cellophane, greaseproof paper for bakeries; requests c.i.f. price quotations. Moo's Agencies (importing distributor, manufacturer's agent), 59-61 Princess St., Kingston. WTD 10/9/62.

265 Paperboard Containers, Boxes

South Africa

Box tops for manufacture of chocolate boxes, regular and special holiday use, 1, 1½, 2, 2½, 3, 4 lb. Bensdorp South Africa Pty., Ltd. (manufacturer), Perfecta Rd., Paarden Eiland, Cape Town.

266 Building Paper, Building Board Mill Products

France

Wall, floor coverings; other construction materials; requests replies in French. Direct purchase and agency. Société des Ouvriers Reunis du Batiment & des Travaux Publics: SORBTP (public works), 14 rue Roger Bacon, Paris 17.

Norway

Insulation materials for roofs, ceilings, walls, floors. Direct purchase and agency. Christian Berner A/S (importing distributor, manufacturer's agent), 2 Kongensgate, Oslo. WTD 8/31/62.

273 Books

Australia

Nonfiction publications, textbooks on aviation, marine subjects. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

France

Scientific, technical books, eventually to be translated in French; requests replies in French. S. A. Gauthier Villars (editor), 55 quai des Grands Augustins, Paris 6.

280 Chemicals, Related Products

Chile

Drugs, vitamins, chemical products, essential oils, others; requests replies in Spanish; specification 3/62 in Spanish; bid deadline Nov. 23. Laboratorio Chile/ S.A. (manufacturer), Avda. Maraton 1237, Santiago. WTD 10/24/62.

Germany

Textile dyestuffs, pigments, synthetic resins, chemicals for the mineral oil industry, conductive solder material for low-voltage components industry; requests price quotations f.o.b. New York or c.i.f. Rotterdam. Direct purchase and agency. H. Costenoble KG (importer, wholesaler, sales agent), 47 Guiollettstr., Frankfurt/ Main.

Pakistan

■ Chemicals: Cellofas B, 2 tons; resist sale L, ½ ton; Nervanase, 1.½ tons; Calgon S, 1 ton; desizing agent, 3 tons; caustic soda, 300 tons; bleaching powder, 8 tons; Calsolene Oil HS, 1 ton 18 cwt. Loan 53; U.S. source. IL 203600. Bid deadline Nov. 26. Kohinoor Industries, Ltd., 65 The Mall, P.O. Box 675, Lahore.

281 Industrial Chemicals

Austria

Industrial chemicals of various kinds, especially for paint, varnish industry; requests replies in German. Direct purchase and agency. Heinrich Kail (importing distributor, manufacturer's agent), 12 Neulinggasse, Vienna III.

Ceylon

Sodium acid pyrophosphate, liquid glucose, tartaric acid, other raw materials used in manufacture of confectionery. Abraham Industries (manufacturer), 64 Hultsdorf St., Colombo. WTD 10/23/62.

France

Chemical, biologic components for use in laboratories. Direct purchase and agency. Socamed-Société d'Applications Medicales (importer), 8 rue Gros, Paris 16e. WTD 10/9/62

Germany

All kinds of laboratory chemicals. Direct purchase and agency. Roth-Chemie GmbH (manufacturer, exporter), Karlsruhe/Baden, 28 Herrenstr. WTD 10/24/62.

Pakistan

■ Chemical dyes, Vestolip P and PH, titanium dioxide rutile and Anatase; Diakon molding compound, Thermofast Ruby B and Red GS, Vynamin, hydrated chrome oxide green, Vulcanosine fast blue and violet. Loan 53; U.S. source. IL# 170226. Credit amount $110,748. Bid deadline Nov. 26. Valika Art Fabrics, Ltd., Napier Rd., Karachi. ★

■ Vat green, color index 1101, 700 lb.; vat violet, 1104, 400 lb.; vat mazenta, PR 503, 400 lb.; hydrone blue, PR 969, 400 lb. Loan 53; U.S. source. IL#150615. Credit amount $40,000. Bid deadline Nov. 28. Pakistan Commercial Co., Ltd., Enayet Bazar, Jubilee Rd., Chittagong. Cable: PAKLICO.

■ Coal tar dyes, including dyes for textile printing, except sulfur black. Loan 53; U.S. source. IL#216774. Credit amount $7,083. Bid deadline Nov. 30. Ahmed Abdul Gani Textile Mills, 70/8 Newnham Rd., Karachi 2. Cable: AGMANIA. ★

■ Chemically reactive dyestuffs, IL# 228530, $12,600; chemicals, IL#228529, $21,000. Loan 53; U.S. source. Bid deadline Nov. 30. Dawood Cotton Mills, Ltd., Insurance House 2, Habib Sq., Bunder Rd., Karachi. Cable: DOOOSPIN, Karachi. ★

■ Caustic soda; soda ash; soda bicarb; vanillin; phenol; acid acetic glacial; ammonium chloride; D.D.T., B.H.C., other active germicides, insecticides; Rnagolite; accelerator; antitoxidants; Lissapol D & NH; Waxol PAH; Calgon S.; Dispersal VLA; industrial chemicals; detergent anionic; scouring, wetting, finishing, desizing, resisting, dispersing agents. Loan 53; U.S. source. IL#229659. Credit amount $8,120. Bid deadline Nov. 29. Amin Feroz & Co., P.O. Box 4244, 120 Serai Rd., Karachi 2.

■ Titanium dioxide, rutile grade, 18.½ long tons, packed in jute bags of 112 lb. each. Loan 53; U.S. source. IL#229325. Credit amount $9,387. Bid deadline Nov. 28. Indico Paint Colour & Varnish Co., Lawrence Rd., Karachi. Cable: DECORATION.

■ Various chemically reactive dyes. Loan 53; U.S. source. IL#170225. Credit amount $15,253. Bid deadline Nov. 29. Valika Art Fabrics Co., Ltd., S.I.T.E., Manghopir Rd., Karachi 16. ★

U.A.R. (Egypt)

■ Petrothene, 206-26 film, general purpose, 72,400 lb. Loan 27; U.S. source. Bid deadline Dec. 1. Garraya Industrial Press Co., 12 Gheikh Soliman St., Alexandria. Cable: RAYAMAGA, Alexandria.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Austria

Plastics materials, synthetic resins of all kinds for industrial use, particularly paint industry; requests replies in German. Direct purchase and agency. Heinrich Kail (importing distributor, manufacturer's agent), 12 Neulinggasse, Vienna III.

France

Plastics materials, for plastic industry. Direct purchase and agency. Unigen (importer, wholesaler), 29 cite d'Antin, Paris. WTD 10/10/62.

Germany

Low pressure polyethylene monofilament, foils or sheets; polyethylene sheet scrap, lumps, transparent, colored. Ernst Sauerbrey & Co. (importer), Karnapp 36a, Hamburg-Harburg. WTD 2/16/62.

South Africa

Viscose, acetate nylon; synthetic, rayon fiber, from 100-1,000 denier. Wilmill Weaving Co. Pty., Ltd. (manufacturer), Shannon St., Salt River, Cape Town.

U.A.R. (Egypt)

■ Polyvinyl butyral in 48 various size rolls, total 78,255 sq. ft. Loan 27; U.S. source. Bid deadline Nov. 27. Terlex Glass Works, Albert 1st St., Nouzha, Alexandria, Egypt. Cable: TERIEX, Alexandria. ★

283 Drugs

Ceylon

● Antitubercular drugs: Sodium PAS, Isoniazid, Streptomycin, PAS (intravenous), pyrazine carboxamide, cycloserine, Ethionamide. Ref. #193/105 (Pt. vii). Bid deadline Dec. 14. Copy of tender available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. ★ (WO 7-2239).

Iraq

● Chemicals, pharmaceuticals for Directorate General of Animal Resources & Veterinary Services including boric acid, phenol, acriflavine, aloes, aluminum hydroxide, belladonna, camphor, dettol, liniments, tinctures. Prefer galenicals, chemicals in bulk packaging, not antibiotics, steriods, and modern-day specifies. Terms, specifications available from Secretary of Board, Ministry of Finance, Central Foreign Purchasing Board, Baghdad, for $2.80, plus $.75 mailing costs. Copy of tender for review in Room 4421, Department of Commerce, Washington 25, D.C. ★ (WO 7-2239).

Italy

Chemical products, raw materials for pharmaceutical industry, preparation of veterinary products. Federico Moretti (importing distributor), Via Bianca di Savoia 6, Milan. WTD 9/10/62.

Malaya

Vitamins, hormones for hair creams, night creams; antidandruff additives for use in hair shampoo. Tithes Dental & Photo Supply, Ltd. (manufacturer), 193 Carnarvon St., Penang. WTD 10/4/62.

Pakistan

■ B.G. Phos; Aletris Cordial; Crystoids; Hypobita; Redicyte Capsul 36's; Redisol H. 500 MCG 5 cc.; Redisol H 500; MCG 5 cc.: Tyrojets 12's. Loan 53; U.S. source. IL#260198. Credit amount $55,000. Bid deadline Nov. 28. Haque Bros., Ltd., Court Rd. Chittagong. Cable: GULSHABNUM, Chittagong.

■ Medicinal, pharmaceutical preparations, various vitamins. Loan 53; U.S. source, IL#203866. Credit amount $21,000. Bid deadline Nov. 24. Punjab Drug House, 42 Nicholson Rd., Lahore. Cable: PUNDRUG. ★

■ Caripeptic LIQ: Citrocarbonate; Myeladol, Medrol Medules; Aletris Cordial; Incretone; Elixir Benadryl; Chloromycetin Palmitate; Chloromycetin Capsules. Loan 53; U.S. source. IL#259307. Credit amount $5,216.40. Bid deadline Nov. 29. Dacca Pharmaceuticals, 127 Motijheel Commercial Area, Ramma, Dacca. Cable: ELAJ. ★

■ Protein hydrolsate 5% solution with dextrose 5% 300, 1,00 cc.; Entoral capsules, 144, 20's; sirup vitamin B complex with C and B12, 2,400, 4 oz. bottles. Loan 53; U.S. source. IL#203554. Credit amount $21,000. Bid deadline Nov. 23. Fazal Din & Sons. 53 The Mall Lahore. Cable: LOTUS. ★

Thailand

Patent medicines, raw materials for all kinds of drugs, medicines. Direct purchase and agency. Atlantic Trading Co., Ltd. (manufacturer, importer), 1/12 Suapa Rd., Bangkok. WTD 10/10/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

France

Nail polish; requests replies in French. Gamo Cosmetics (importer, manufacturer), 66 rue Saint-Sabin, Paris 11e. WTD 2/20/62.

Gibraltar

Inexpensive hair lacquers, sprays; requests replies from manufacturers only. Excelsior Trading (importer retailer) 21 Tuckey's Lane, Gibraltar. WTD 8/3/62.

285 Paints, Varnishes, Lacquers, Enamels

France

Paints for buildings, industrial use, good quality; requests replies in French. Ets. A. Vannier (manufacturer, importer), 20 pl. de l'Hotel de Ville, La Ferte-sous-Jouarre (Seine & Marne).

287 Agricultural Chemicals

Belgium

Fertilizers containing 46% urea; re-

quests replies in Flemish, French, or German. Noel de Smet (importer, wholesaler), 125 Aardenburgstraat, Maldegem. WTD 10/17/62.

Ceylon

• Malathion, technical, 20,000 lb., in 56 lb. steel drums. Bid deadline Jan. 1, 1963. Ministry of Health, P.O. Box 500, Colombo. ★ (WO 7-3910.)

289 Miscellaneous Chemical Products

Malaya

White beeswax for hair cream preparations. Tithes Dental & Photo Supply, Ltd. (manufacturer), 193 Carnarvon St., Penang. WTD 10/4/62.

290 Refined Petroleum Products

Hong Kong

• Various types of lubricating oils, greases, aviation gasoline, kerosene, fuel oils. Ref. Stores C/52/6/62. Bid deadline Nov. 23. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd. ★ (WOrth 7-5440).

291 Petroleum Refining Products

France

Liquid petroleum gases, butane, propane; requests replies in French. Direct purchase and agency. Butafrance S.A. (producer), 48 ave. de Villiers, Paris 17.

Malaya

White petrolatum for hair cream preparations. Tithes Dental & Photo Supply, Ltd. (manufacturer), 193 Carnarvon St., Penang. WTD 10/4/62.

301 Tires, Inner Tubes

Germany

Full range of rubber tires for automobiles, trucks. Alliance Autoreifen-und Autozubehoer-Import GmbH & Co. KG (importer, wholesaler), Koeln, Luetticherstrasse 65. WTD 10/12/62.

Iraq

Pneumatic tires, tubes for automobiles, trucks of all sizes; requests replies from manufacturers only. Direct purchase and agency. Al-Haddad Trading Co. (importer), 423/1 Rashid St., Baghdad. WTD 10/11/62.

Thailand

Castings for retreading tires, size 1,100 x 20 ft., 650 x 16 ft. Abbas E. Real (Tekrawala) (commission, indenting sales agent), 2527 Tuk Khao, P.O. Box 213, Thonburi. WTD 10/15/62.

306 Fabricated Rubber Products

England

Specialized belting for use on American machinery. Graton & Knight, Ltd. (manufacturer, importer, exporter), Warwick Rd., Boreham Wood, Herts. WTD 2/19/62.

U.A.R. (Egypt)

Rubber cots, aprons for textile machinery. El-Nasr Wool & Selected Textile Co. (spinner, weaver, manufacturer), Nouzha, Alexandria.

307 Miscellaneous Plastics Products

Austria

Plastic kitchen aids of all kinds. Direct purchase and agency. Maschinenhandel Ing. F. Reinbacher (manufacturer's agent, importing distributor), 31 Traunstrasse, Salzburg, or 13 Elisabethstrasse, Vienna.

Plastic kitchen aids. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

France

Domestic plastic goods, plastic kitchenware. Direct purchase and agency. Unigen (importer, wholesaler), 29 cite d'Antin, Paris. WTD 10/10/62.

Plastic floor coverings, kitchenware; for sale in franc area African counties. Direct purchase and agency. Comptoir Commercial & Industriel (commission merchant), 2 rue du 4-Septembre, Paris. WTD 9/19/62.

Germany

Disposable plastic beer bottles. Rheinischer Maschinenhandel Ernst Reuffer (wholesaler), 5 Parkstr., Neuss/Rhein. WTD 10/19/62.

Malaya

Unbreakable plastic containers for hair cream, night cream, shampoo, dental cream. Tithes Dental & Photo Supply, Ltd. (manufacturer), 193 Carnarvon St., Penang. WTD 10/4/62.

Netherlands

Plastic kitchenware. E. L. Perrin & Zn. (importer, wholesaler), 31 Corn. Van Alkemadestraat, Amsterdam W. WTD 10/17/62.

Rhodesia, Nyasaland

Plastic kitchenwares. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

South Africa

Artificial plastic flowers for vases, fashion trade; requests price quotations in South African rands (1 rand = approx. $1.41). Joseph Bros. (importing distributor), 57 Long St., Cape Town.

311 Leather Tanning, Finishing Products

Austria

Leather, leather linings for footwear, textile industry, upholstery, industrial purposes; requests replies in German. Direct purchase and agency. Dipl. Kfm. Karl Patsch (importing distributor, commission merchant, manufacturer's agent), 34 Hasnerstrasse, Vienna XVI.

Dressed fur skins, dyed, not dyed, also pieces, paws, tails, other parts; good quality only. Karl Buchgraber & Sohn (manufacturer, importer, exporter), Kaerntnerstrasse 5/I, Vienna I.

France

Sheep skins, velvet finish. Direct purchase and agency. Ets. Chagut (manufacturer), 18 rue du Faubourg du Temple, Paris 11. WTD 9/17/62.

Germany

Upper leather for shoes, such as oxhide box; requests replies in German. WIFA Handelsgesellschaft mbH (importing distributor), 50 Essenerstr., 433 Muelheim/Ruhr. WTD 6/27/62.

312 Industrial Leather Belting, Packing

England

Specialized belting for use on American machinery. Graton & Knight, Ltd. (manufacturer, importer, exporter), Warwick Rd., Boreham Wood, Herts. WTD 2/19/62.

322 Glass, Glassware

France

Glassware: Table, laboratory, kitchen, decorations, flasks; requests replies in French. Direct purchase and agency. Société Fred Vauthier & Cie.-Evor (dealer), 82 ave. de Wagram, Paris 17. WTD 2/5/62.

Crystal, glass tableware, decorative articles; requests replies in French. Direct purchase and agency. Verroceram (dealer), 19 rue Martel, Paris 10.

Crystal, glass tableware; requests replies in French. Direct purchase and agency. Kitzinger Freres (manufacturer, importer, dealer), 153 rue du Faubourg St-Denis, Paris.

Glassware; table, kitchen; requests replies in French. Direct purchase and agency. Garreau (dealer), 2 rue de l'Horloge, Auxerre (Yonne).

Glassware: Table, kitchen, home decoration, flasks; requests replies in French. Direct purchase and agency. Cristallerie du Val d'Andelle (dealer), 37 rue de Paradis, Paris 10.

326 Pottery, Related Products

France

Porcelain tableware, gifts; requests replies in French. Direct purchase and agency. Ceramic 46 (dealer), 9 rue de la Gare, Colombes (Seine).

Porcelainware, ceramics: Table, kitchen, decorative, vases; requests replies in French. Direct purchase and agency. Société Fred Vauthier & Cie.-EVOR (dealer), 82 avenue de Wagram, Paris 17. WTD 2/5/62.

Porcelain, ceramic, earthenware; table, decorative, gift articles; requests replies in French. Direct purchase and agency. Garreau (dealer), 2 rue de l'Horloge, Auxerre (Yonne).

Porcelainware; table, home decoration; requests replies in French. Direct purchase and agency. Cristallerie du Val d'Andelle (dealer), 37 rue de Paradis, Paris 10.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Greece

• Sheet packing: 70% asbestos, 10% rubber, graphite both sides, various thicknesses 1/64-3/16 in., 3,100 kg.; asbestos cloth, 2,150 sq. yd. 90% asbestos, mostly 36 in. wide, some 40 in .; 250 sq. yd. 80% asbestos, 36 in. wide; 600 sq. yd. 95% asbestos, nickel copper wire, 36 in. wide. Tender B/B653, bid deadline Nov. 22. Ministry of Commerce, State Purchases Directorate B', 50 Socratous St., Athens. ★ (WO 7-2684.)

Norway

Insulation materials for roofs, ceilings, walls, floors. Direct purchase and agency. Christian Berner A/S (importing distributor, manufacturer's agent), 2 Kongensgate, Oslo. WTD 8/31/62.

Uruguay

Abrasive wheels for honing shaving machines in tannery; aluminum sesquioxide, fineness No. 80, hardness "Q"; structure No. 5; vitreous bond; for speeds up to 3,000 r.p.m., color clear gray-blue; steel to be honed; case hardened; outside dimension 250 mm. or 10 in.; inside dimension of wheel; with lead bearing, 100 mm.; thickness of wheel: 25 mm. or 1 in.; requests replies in Spanish. Paycueros, Pausandu Industries del Cuero, S.A. (tannery), Cerrito 527, Montevideo. WTD 9/11/62.

331 Steel Mill Products

England

Hot finished welded steel tubes, 1,000 lengths monthly of 16 ft. 0 in. length by

6¾ in. od. x 7 gage; 1,000 lengths monthly of 20 ft. 10 in. length x 3½ in. od. x 6 gage; all price quotations c.i.f. Liverpool or London docks; all materials to BSS 1775, sec. 2, grade 13. Cohen Bros. (Electrical), Ltd. (manufacturer, importer), 11 King Edward Bldgs., Bury Old Rd., Manchester 8, Lancashire. WTD 10/17/62.

Ghana

● Angles, mild steel, 18/20 ft., 28/33 tons tensile; M.S. flats, 18/20 ft., 28/33 tons tensile; rounds, electric furnace, 18/20 ft., 26/32 tons tensile; plates, mild steel, 8 ft. x 4 ft., 28/33 tons tensile. Specification BSS 15-1936 or equivalent. Tender AB/2039/1; bid deadline Nov. 22, Ghana Supply Commission, P.O. Box M 35, Accra. ★ (WO 7-2363.)

Pakistan

■ B.P. sheets 3 ft. x 6 ft. or 4 ft. x 8 ft., 24, 26, 28, 30, 31, 32 G; B.P. sheets, 24/28, 29/34 G, size 18 in. x 24 in. or larger, assorted or unassorted to size and gage; B.P. sheets misprints, 24/28 and/or larger; galvanized plain steel sheets, 1.25 oz. zinc coating, 22, 24, 26, 28, 30, 31, 32 gage, size 3 ft. x 6 ft., 4 ft. x. 8 ft.; electrolytic tinplate waste waste, 30/32, 30/34 gage, size 20 in. x 30 in.; tinplate misprints, 30/32, 30/34, gage 18 in. x 24 in., 20 in. x 28 in.; tinplate bright or misprint scrolled 30/34 gage, size 20 in. x 30 in., 18 in. x 24 in.; G.I. wire, bright BWG 6, 8, 9, 10, 12, 16, 14, 18, 20, 22. Loan 7; U.S. source. S/A RM 038961. Credit amount $15,750. Bid deadline Nov. 29. Harendra Kumar Sen, 30 Biren Bose Str. (Mitford Rd.), Dacca 1. Cable: INDENT, Dacca.

■ B.P. sheets, 24, 26, 28, 30, 31, 32 gage, size 3 ft. x 6 ft., 4 ft. x 8 ft.; B.P. sheets, 24, 28, 29, 34 gage, size 18 in. x 24 in. and larger, assorted and/or unassorted to size, gage; B.P. sheets misprints, 24/28, 29/34 gage, size 18 in. x 24 in. and larger, assorted to size and/or unassorted to size, gage; galvanized plain sheets, 1.25 oz. zinc coating, 22, 24, 26, 28, 30, 31, 32 gage, size 3 ft. x 6 ft.; 4 x 8 ft.; electrolytic tinplate bright 30/32, 30/34 gage, size 18 in x 28 in., 20 in. x 30 in. and larger, assorted and unassorted to size, gage; tinplate misprints, 30/32, 30/34 gage, size 18 in. x 28 in., 20 in. x 30 in. and larger, assorted and unassorted to size, gage; tinplate, bright and/or misprint, scrolled, 30/34 gage, size 20 in. x 30 in. and larger, assorted/unassorted to size, gage; G.I. wires bright BWG, 6, 8, 9, 10, 12, 14, 16, 18, 20, 22. Loan 7; U.S. source. S.A. RM 038963. Credit amount $11,182. Bid deadline Nov. 28. Krishna Chandra Paul, 155 Mitford Rd., Dacca 1, E. Cable: INDENT, Dacca.

■ B.P. sheets, HRCA, 3 ft. x 6 ft., 24, 26, 28 gage, 3 ft. x 6/8 ft., 18-20 gage; misprint tinplate, 20 in. x 30 in. and larger, 24/34 gage; G.I. wire, soft commercial quality, 22, 24, 6 & 8. Loan 7; U.S. source. S/A RM 038946. Credit amount $22,365. Bid deadline Nov. 29. Mridha & Co., 141 Mitford Rd., Moghaltolly, Dacca 1 Cable: MRIDHACO, Dacca.

■ Galvanized iron flat, plain sheets, prime quality, 1.25 zinc coating on both sides, sizes 3 ft. x 6 ft., 8 ft. x 4 ft., 8 ft. x 3 ft., gages 16-31; cold rolled black plain sheets, commercial quality, sizes 3 ft. x 6 ft. 10 ft. x 8 ft., 8 ft. x 3 ft. gages 28-31; electroyltic tinplate, prime U/A 0.25 or 0.50 lb. coating, base weight 90-107, sizes 20 x 30, 1⅝ x 28. Loan 7; U.S. source. S/A RM 038967. Credit amount $6,692. Bid deadline Nov. 29. Radha Madhab Steel Works, 361 Terri Bazar, Chittagong.

■ Pig iron, foundry grade, sand cast, analysis, C. 3 to 4%, Su. 05% max., Phos. 40% max., Mang. .5 to 1%, Si. 1.75 to 3.25 or nearest to. above. Loan 7; U.S. source. S/A RM 038976. Credit amount $27,370. Bid deadline Nov. 29. Pakistan Light Casting Co., 12 Jinnah Ave., Dacca 2.

■ High silicon electrical steel sheets, not pickled, insulated with kaoline one side, size 72 in. x 36 in. x .018 in. SWG 26; foundry grade pig iron; mild steel plates conforming BSS 1449/EN.2, size 10 gage, 8 ft. x 4 ft.; mild steel sheets, C.R.C.A. commercial quality, bright finish, size 6 ft. or 8 ft. x 3 ft. x 20 gage. Loan 7; U.S. source. S/A RM 035712. Credit amount $24,948. Bid deadline Nov. 28. Metalex Corp., Ltd., Guramkhan St., Lawrence Rd., Karachi 3. Cable. ELECTFANS. ★

■ Prime galvanized plain sheets, commercial quality, with 1.25 oz. zinc per sq. ft. coating; prime cold rolled steel sheets, CRCA; prime hot rolled steel sheets HRCA; M.S. plates, commercial quality; M.S. joists in lengths of 30/40. Loan 7; U.S. source. S/A RM 035633. Credit amount $54,180. Bid deadline Nov. 28. Noor Steel Importers, Box 4991, Muradkhan Rd., Khori Garden, Karachi 2, Cable: MOORSTIMP. Karachi. ★

■ M.S. billets, AISI C1020, size 2 in. x 2in., 2½ in. x 2½ in., basic quotation c. & f. Loan 7; U.S. source. S/A RM 035631. Credit amount $119,425. Bid deadline Nov. 28. Star Rolling Mills, Ltd., Old Queen Rd., Karachi. Cable: ROLLING.

■ Pig iron, foundry grade; steam pipes ⅛-6 in.; structurals, angles, 1 x 1 x ⅛ in., 1 x 1 x ¼ in., 1¼ x 1¼ x ¼ in., 1¼ x 1½ x ¼ in., 2 x 2 x ¼ in.; 2½ x 2½ x ¼ in.; 3 x 3 x ¼ in.; 4 x 4 x ⅜ in.; Z bars, 1½, 2, 2½ in.; channels, ¾, 1, 1¼, 1½, 2 in. Loan 7; U.S. source. S/A RM 038969. Credit amount $12,165. Bid deadline Nov. 28. Karnafully Engineering Works, Ltd., Strand Rd., Chittagong. Cable: KEW.

■ Tinplates of 30 gage, 150 tons, size 18¾ x 28 in., 20 x 30 in., 24 x 28 in., 21 x 31 in., 22 x 30 in., 20 x 31 in.; electrolytic tinplate 38, 40 gage, size 24 x 28 in., 5 tons; electrolytic tinplate of 30 gage, 150 tons, size 18¾ x 28 in., 20 x 30 in., 24 x 28 in., 21 x 31 in., 22 x 30 in., 20 x 31 in. Loan 7; U.S. source. S/A RM 039815. Credit amount $26,880. Bid deadline Nov. 28. Hydari Industries, Ltd., Plot P/5, Sind Industrial Trading Estates, Hyderabad.

■ Bright hard nail wire in usual commercial quantity, 10-16 G. Loan 7; U.S. source. S/A RM 038941. Credit amount $22,050. Bid deadline Nov. 28. Maraj Enterprisers, 31 Ghatfarhadbeg Rd., Chittagong, E. Cable: BIRI, Chittagong.

■ CRCA M.S. sheets in various sizes, HRCA M.S. plates, stainless steel sheets, nonmagnet; stainless steel pipe, ¾, 1, 1¼, 1½ in. diam.; M.S. joists, 5 x 3 in., 6 x 3 in. Loan 7; U.S. source. S/A RM 032866. Credit amount $30,450. Bid deadline Nov. 30. Saifuddin Akberali, Ireland Rd., Karachi 1. ★

■ Tinplates 1.25 lb. prime coating or 0.5 lb. coating electrolytic. Loan 7; U.S. source. S/A RM 039806. Credit amount $26,775. Bid deadline Nov. 28. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Multan. Cable: NASIR, Multan. ★

■ Electrolytic tinplate, 21 x 30 in. size. 30 gage or .28 mm. thick, .25 lb. coating, 95 x 100 base weight, temper 2, Matt & Golden finish suitable for crown corks, quotations c. & f. Karachi. Loan 7; U.S. source. S/A RM 031398. Credit amount $5,145. Bid deadline Nov. 28. Muncherji & Co., Railway Rd., Multan. Cable: MUNCHERJI, MANECKJI, MULTAN.

■ Galvanized corrugated iron sheets, 26 G prime quality zinc coating 1.25 size 3 x 6 ft., 3 x 7 ft., 3 x 9 ft., 3 x 10 ft., corrugation ⅝ in. Loan 7; U.S. source. S/A RM 054812. Credit amount $6,930. Bid deadline Nov. 28. Arag, Ltd., P.O. Box 178, Khatunganj, Chittagong. Cable: ARAG, Chittagong.

■ Galvanized plain sheets, zinc coating 1.25, size 16, 24, 26 G; M.S. shafting, size 1-4 in. Loan 7; U.S. source. S/A RM 054815. Credit amount $6,090. Bid deadline Nov. 28. Gulam Mohamed Bros., 357 Kurbanganj, Chittagong. Cable: BHAIJAN.

■ Pig iron, foundry grade, cast slabs of about 32 lb. each, $10,290; galvanized iron sheets, plain, size 8 x 4 ft., 18 and 20 B gage. Loan 7; U.S. source. S/A RM 055013. Credit amount $14,490. Bid deadline Nov. 28. New Era Trading Co., Ltd., Dost Bldg., M.A. Jinnah Rd., Chittagong. Cable: CASTINGS, Chittagong.

■ Mild steel billets, 2 x 2 in., 18 ft. and above, length conforming to SAE 1020, prime quality, tensile strength 28/32 tons per sq. in., elongation 20% min. with heat marks dye stamped on each billet, Mill's test certificate to be supplied. Loan 7; U.S. source. S/A RM 055207. Credit amount $69,247. Bid deadline Nov. 28. Tejgaon Re-Rolling Co., Ltd., 181/82 Tejgaon Industrial Area, Dacca. Cable: ALUMINIUM, Dacca.

■ Sand cast foundry pig iron, Si. 2.5-3.5%, C. 3.5/4.5%, Sul. .05%, Ph. .16/.30%, Mn. 1.25%; c. & f. Loan 7; U.S. source. S/A RM 055230. Credit amount $9,450. Bid deadline Nov. 28. Quality Iron & Steel Co., 344 Industrial Area, Tejgaon, Dacca. Cable: QISCO, Dacca.

■ Pig iron, sand cast or machine cast foundry grade 1, $19,185; M.S. wire, black annealed, 4 and 6 SWG; mild steel round above 3 in. diam.; G.I. wire, 14, 22 gages. Loan 7; U.S. source. S/A RM 055232. Credit amount $21,185. Bid deadline Nov. 28. National Iron Foundry & Engineering Works, Ltd., West Mecot Rd., Khulna. Cable: NIFEW.

■ Galvanized plain sheets, galvanized corrugated sheets, mild steel angles, mild steel channels, mild steel rods, M.S. plates, G.I. pipes, M.S. pipes. Loan 7; U.S. source. S/A RM 055046. Credit amount $23,100. Bid deadline Nov. 28. Md. Masood Raza & Co., 73 Nawabpore Rd., Dacca. ★

■ Galvanized corrugated iron sheets, 26 B.G., prime quality 10/3 corrugation, zinc coating 1.25 oz. per sq. ft., 6-10 ft., with overall corrugated sheets 32 in., 30,000; mild steel plates, commercial quality, sizes 8 x 4 ft., width ⅛, ¼, ⅜, ½, ¾ in., $14,260; galvanized plain sheets, prime quality, B.G. 16, 18, size 8 x 4 ft., BG 24, 26, 28, 30, 3 x 6 ft., $10,000; black sheets BG 16, 18, 8 x 4 ft., 26-26, 6 x 3 ft., $10,000. Loan 7; U.S. source. S/A RM 055017. Total credit amount $64,260. Bid deadline Nov. 29. Rafey & Haleem, Ltd., Dost Bldg. (opp. G.P.O.), M.A. Jinnah Rd., Chittagong. Cable: UPINTRADE.

■ M.S. plates, 4 x 8 ft., 3/16, ¼, ⅜, ½, 5/16 in., $10,500; M.S. angles, 2 x 2 x ¼ in., 2½ x 2½ x ¼ in., $1,050; M.S. rounds, diam. 4, 5, 6 in., $1,050; special steel square, tungsten 18% $674; pig iron, C. 3.5/4.5, Si. 1.25/1.75. Su. 05 max., Ph. .31/.50. Mn. 1.01/1.50. Loan 7; U.S. source. S/A RM 055225. Credit amount $16,424. Bid deadline Nov. 29. Madan Mohan Iron Works, Quaid-e-Azam Rd., Narayanganj.

■ Galvanized iron sheets, Class "A," size 8 x 3 ft., 9 x 3 ft., 26 USG, zinc coating 1.25; galvanized plain sheets, 6 x 3 ft., 28-30 USG., same coating. Loan 7; U.S. source. S/A RM 054837. Credit amount $5,250. Bid deadline Nov. 29. Faziluddin Patwary & Sons, Chandpur. Dist., Comilla.

■ Seamless steel pipes, fittings, suitable for use with above pipes; M.S. plates; track materials. Loan 7; U.S. source. S/A RM 039809. Credit amount $5,250. Bid deadline Nov. 30. Khewra Soda Co., Ltd., Imperial Chemical House, 23-24 West Wharf, Karachi. ★

■ Mild steel billets, size 2, 2½ in. squares, SAE 1025; specification conforming to BSS-15, length 18 ft. and above, with 10% shorts; works test certificate, heat mark stamped. Loan 7; U.S. source. S/A RM 033165. Credit amount $247,279. Bid deadline Nov. 30. Standard Rolling Mills, Dunolly Rd., Karachi. Cable: KAREXICO.

■ Pig iron, foundry grade; prime hot rolled steel sheets, commercial quality, B.G. 14 (6 x 3 ft.); hot rolled steel sheets,

commercial quality, ¼, 3/16, ⅛ in., 8 x 4 ft. Loan 7; U.S. source. S/A RM 038979. Credit amount $18,690. Bid deadline Nov. 27. Mansur Engineering Works, Ltd., Sardur Abdur Rab Nister Rd., P.O. Box 194, Chittagong. Cable: ELAHIMADAD, Chittagong.

■ Prime quality tinplate conforming to A.I.S.I. specifications in sizes 18¾ x 28 in. x 30 G; 20 x 30 in. x 30 G; 32½ x 21 in. x 31 G. Loan 7; U.S. source. S/A RM 035639. Credit amount $12,198. Bid deadline Nov. 27. Mohamed Ashfaq Mohamed Ishaq Aliawala, C/3, S.I.T.E., Manghopir Rd., KARACHI. ★

■ Bright drawn round mild steel; black mild steel rods in normal lengths, 1½ in. diam.; bright mild steel flat bars, square edges; bright drawn hexagon bright mild steel bar, greased and bundled; black mild steel flat bars, normal lengths 12-18 ft.; mild steel plates HRCA in either Thomas commercial quality or by Siemens Martin open hearth basic steel process. Loan 7; U.S. source. S/A RM 035737. Credit amount $7,875. Bid deadline Nov. 27. Johnson & Phillips, Ltd., Sind Industrial Trading Estate, Manghopir Rd., Karachi 16. ★

■ Raw materials required for manufacture of roller chain, ½ x ¼ in. Loan 7; U.S. source. S/A RM 035626. Credit amount $19,530. Bid deadline Nov. 26. Pakistan Industrial Chains Co., Munder Rd., 34 New Forbes Bldg., Karachi. ★

■ Spring steel leaves/flats, suitable for lorry trucks, car springs; pig iron. Loan 7; U.S. source. S/A RM 025291. Credit amount $5,145. Bid deadline Nov. 25. Frontier Motors, 1 Saddar Rd., Peshawar. Cable: FRONTMOTORS. ★

■ G.P. sheets; M.S. sheets, HRCA, CRCA, size 3 x 8 ft., 3 x 6 ft., gages 24, 26, 28, 30. Loan 7; U.S. source. S/A RM 039858. Credit amount $37,800. Bid deadline Nov. 23. M. Ahmad Din & Bros., 7 Hospital Rd., Lahore, W. Cable: IRONSTEEL, Lahore.

■ B.P. sheets, $4,200; B.P. misprints; electrolytic tinplate, tinplate misprints, $2,200; galvanized iron wire, soft, shorts, $1,446; galvanized plain sheets, bright, $1,100. Loan 7; U.S. source. S/A RM 038944. Credit amount $8,946. Bid deadline Nov. 25. Zeenath Trading Co. 89/1, Moghaltoly, Dacca, 1. Cable: MUBARAKBAD. ★

■ B.P. sheets, cold or hot rolled; B.P. sheets misprints, $5,250; electrolytic tinplate, misprints, $3,150; galvanized iron wire, soft, shorts, $4,200; galvanized plain sheets, standard quality, bright finish, $4,200. Loan 7; U.S. source. S/A RM 038949. Total credit amount $16,800. Bid deadline Nov. 25. Rahmania Industries, 39/1, Abdul Aziz Lane, Nawabgunj, Dacca 9. Cable: STEELTRUNK, Dacca. ★

■ Electrical steel sheets, steel shaftings, M.S. hex squares; bright bars, other shapes; pig iron. Loan 7; U.S. source. S/A RM 039673. Credit amount $14,700. Bid deadline Nov. 23. Brush-Rahman, Ltd., Attar Singh Bldg., The Mall, Lahore. ★

■ M.S. sheets, H.R.C.A. 14-26 U.S. gage, pickled, oiled; M.S. sheets, C.R.C.A. 14-26 U.S. gage, suitable for deep drawing, pickled, oiled. Loan 7; U.S. source. S/A RM 039601. Credit amount $19,635. Bid deadline Nov. 24. Syed Bhais, Ltd., P.O. Box 483, 200 Ferozepur Rd., Lahore, W., Rishnee, Lahore.

U.A.R. (Egypt)

■ Wire, can handle, galvanized, annealed mild steel, 8 S.W. gage, breaking strain 30/35 tons per sq. in., suitable for making handles for 20 l. petroleum cans to be supplied in coils of 1 cwt., 12 tons. Loan 27; U.S. source. Bid deadline Nov. 30. Mobil Oil Egypt, S.A., 1097 Cornish El Nil St., Garden City, Cairo. Cable: MOBILOIL, where further specifications are available.

335 Rolling, Drawing, Extruding Nonferrous Metals

Greece

● Distribution cables, 133,500 m. of various types, estimated value $210,000. Tender DMKD-285/303, bid deadline Dec. 11. ★ (WO 7-2162.)

India

■ Solid drawn seamless brass tubes (70/29/1 alloy), suitable for expansion at both ends in 25 mm. thick tube plates, annealed for length about 50 mm.; guaranteed not to dezincify or season crack; tubes should be tested to pressure of 1,000 lb. P.S.I. hydraulic. Loan 217; U.S. source. IL#A.596029/61/AU-DW/CCI/HQ/RM. Ref. 65 (31)/62-AID (1). Bid deadline Nov. 30. Textile Machinery Corp., Ltd., Belgharia, 24 Parganas, West Bengal. Cable: TEXMACO, Calcutta.

■ Power line carrier communication for Sharavathi Valley Hydroelectric Project, 1st stage. Loan 120; worldwide. Enquiry HCP/SVHEO-30/Sept. 1962. Ref. D/ENQ/584. Bid deadline Dec. 26. Government of Mysore, Hydroelectric Construction Projects, Office of Chief Engineer, P.B. 60, Bangalore (where tender forms may be obtained). Tender specifications available for sale at $10.50, not refundable, from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. ★

■ Brass tubes, seamless solid drawn, of 70/30 special alloy suitable for use in sugar mill. Loan 217; U.S. source. IL#A596402/61. Ref. 65(20)/62-AID(1). Bid deadline Nov. 30. Port Engineering Works, Ltd., Andrew Yule & Co., Ltd., Secretaries & Treasurers, 8 Clive Row, P.O. Box 150, Calcutta, 1. Cable: YULETIDE, Calcutta. ★

■ Brass tubes for surface condenser, 15,000, conforming to ASME SB-111, Type 'B,' annealed temper, 7/8 in. OD, 18 B.W.G., 28 ft. 2.8 in. long; to be used for Trombay Thermal Power Station, Unit 4, 125 mw. extension. Loan 37; U.S. source. Inq. T-1768. Bid deadline Dec. 1. General Manager, Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay. For further information contact C. C. Bonin, Engineering Manager, Ebasco Services, Inc., 2 Rector St., New York 6, or Tata, Inc., 425 Park Ave., New York 22.

● Bid deadline for Khetri Copper Project extended from Sept. 15 to Nov. 30. (INTERNATIONAL COMMERCE, July 30, p. 20.) Tender D/ENQ/486. ★ (WO 7-2162.)

● Flexible trailing cable for use in underground metalliferous mines; 3 ph., 50 cy., 3,000 ft. Tender no. SE.-456, bid deadline Nov. 26. Bids restricted to U.S. equipment only, will be made under Eximbank credit. Deputy Director, Indian Bureau of Mines, Nagpur. ★ (WO 7-2162).

Pakistan

● Cadmium copper wire polythene insulated, PVC sheathed. Tender pur. 4-5/62/468, bid deadline Nov. 22. F. Rizivi, Purchase Co-ordinating Officer, Telegraph & Telephones Directorate General Karachi. ★ (WO 7-2162.)

336 Nonferrous Foundry Products

Austria

Cast-aluminum kitchenwares. Direct purchase and agency. Maschinenhandel Ing. F. Reinbacher (manufacturer's agent, importing distributor), 31 Traunstrasse, Salzburg, or 13 Elisabethstrasse, Vienna.

Cast-aluminum kitchenware. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

Netherlands

Cast-aluminum kitchenwares. E. L. Perrin & Zn. (importer, wholesaler), 31 Corn. Van Alkemadestraat, Amsterdam W. WTD 10/17/62.

Rhodesia, Nyasaland

Cast-aluminum kitchenwares. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

342 Cutlery, Handtools, General Hardware

Australia

Marine hardware, fittings, accessories for pleasure craft, average to high quality. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

Austria

Nonelectric can openers, cutlery items, kitchen aids of all kinds. Direct purchase and agency. Maschinenhandel Ing. F. Reinbacher (manufacturer's agent, importing distributor), 31 Traunstrasse, Salzburg, or 13 Elisabethstrasse, Vienna.

Nonelectric can openers, cutlery items, kitchenwares. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

Belgium

Hardware for household, agricultural, building trade, cabinetmaking, furniture trade; requests replies in Flemish or French. C. Bostoen & Zonen, P.V.B.A. (importer, wholesaler), 141 Roeselarestraat, Beveren-Roeselare. WTD 10/16/62.

France

Automatic door controls for electrical household appliances such as refrigerators, stoves, washing machines. Direct purchase and agency. Pierre Francois-Cie. Parisienne des Cables & Appareils Electriques (dealer), 104 ave. de Villiers, Paris 17e. WTD 7/2/61.

Practical home workshop handtools for "do-it-yourself" handyman; requests replies in French. Direct purchase and agency. Rougier & Cie. (manufacturer, wholesaler), 13 blvd. des Filles du Calvaire, Paris 3.

Netherlands

Nonelectric can openers, cutlery items, kitchenware. E. L. Perrin & Zn. (importer, wholesaler), 31 Corn. Van Alkemadestraat, Amsterdam W. WTD 10/17/62.

Rhodesia, Nyasaland

Cutlery items, kitchen aids, kitchen wares. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

343 Heating Apparatus, Plumbing Fixtures

France

Heating equipment using liquid gases, all kinds; requests replies in French. Direct purchase and agency. Antargaz S.A. (producer, wholesaler, exporter), 20 rue Washington, Paris 8.

344 Fabricated Structural Metal Products

Chile

Equipment for storage of propane gas; requests replies in Spanish. Direct purchase and agency. Compania Distribuidora de Gas "CODIGAS" SACeI (gas distributor), 1317 Huerfanos, Casilla 9232, Santiago. WTD 1/26/62.

France

Metal frames, other construction ma-

terials; requests replies in French. Direct purchase and agency. Société des Ouvriers Reunis du Batiment & des Travaux Publics-Sorbtp (public works), 14 rue Roger Bacon, Paris.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Greece

● Nuts, bolts for Public Power Corp., 33 types of nuts, bolts, hooks, eye nuts, lag screws, steel studs, locknuts, split bolt connectors; value approx. $365,000, supply for years 1963, 64, 65, 66; a participation bond of 2% necessary. Bid deadline Nov. 28. Public Power Corp., 30 Chalkokondyli St., Athens. (Attention: Purchasing Department. ★ (WO 7-5589.)

346 Metal Stampings

Austria

All kinds of stamped metal kitchenwares. Direct purchase and agency. Maschinenhandel Ing. F. Reinbacher (manufacturer's agent, importing distributor), 31 Traunstrasse, Salzburg, or 13 Elisabethstrasse, Vienna.

Stamped metal kitchenwares. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

Netherlands

Stamped metal kitchenwares. E. L. Perrin & Zn. (importer, wholesaler), 31 Corn. Van Alkemadestraat, Amsterdam W. WTD 10/17/62.

Rhodesia, Nyasaland

Stamped metal kitchenwares. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

349 Miscellaneous Fabricated Metal Products

Germany

Couplings for plastic hoses for electric hand hair dryers, ladies' hair dryer hoses, inner diam. 1¼ in. in lengths of 42, 46 in. Elektro-Industrie, Inh. G. Volz (manufacturer, exporter), 7312 Kirchheim/Teck, P.O. Box 88. WTD 10/16/62.

U.A.R. (Egypt)

■ Valves globe needle point ¼ bronze screwed 200 lb. WSP, 50 each; ⅛ in. ditto, 50; gate valves 2 in., 125 lb. WSP, all iron screwed, 100; valves, swing check, horizontal 3 in., 250 lb. WSP, IBRM, figd. f.&d., 12; 4 in. valves, ditto, 4; valves, plug lubricated, 8 in. cast iron, 200 WSP, wrench operated, flanged f.&d., 10; valves, gate, 8 in. cast and steel series 150, .Os & Y, flanged, 10; valves, swing check, 8 in. cast steel, series 150, flanged, 6; gate valves, 2 in. quick opening, 150 lb., all iron lever handle. Loan 27; U.S. source. Bid deadline Nov. 30. Mobil Oil Egypt, S.A., 1097 Cornish El-Nil St., Garden City, Cairo. Cable: Mobiloil.

351 Engines, Turbines

Australia

Marine engines, outboard engines, average-expensive quality. William Kopsen Pty., Ltd. (general merchant, ship chandler), 380 Kent St., Sydney.

France

Steam generators, all types of steam-producing devices. Direct purchase and agency. Comptoir Francais d'Appareils a Vapeur-Cofrap (manufacturer, wholesaler, exporter), 19 blvd. Haussmann, Paris 9. WTD 3/2/61.

India

■ Gasoline engines, 3 hp. or below, 4 c., single cylinder air cooled, flanger mounting, ball bearing, type m, rope start, complete with kerosene attachment. Loan 217; U.S. Source. IL#A 593366/61/AU-DW/CCI /HQ/RM/L-II(E), IL#A 592094/61/AU-DW/CCI/HQ/RM/L-II(E). Loan 217; U.S. source. Bid deadline Nov. 30. American Spring & Pressing Works, Pvt., Ltd., Marve Rd., Malad, Bombay 64.

Italy

Marine engine parts; diesel marine engines, parts; outboard motors. Direct purchase and agency. Fircom, Forniture Industriali Rappresentanze Italiane ed Estere, Commissioni Import-Export (importing distributor, manufacturer's agent, commission merchant), Via S. Eufemia 19, Rome.

352 Farm Machinery, Equipment

Germany

Agricultural implements of all kinds. IGROS Gross-Einkaufs-gesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

Pakistan

● Park lawnmowers, 2, 5 gangs, rubber tires, capable of climbing curbs, mowing turf areas divided by streets. Mowers, heavy duty, hand adjustment, preferably chrome nickel reel blades, simple cutting height adjustment, lapping in features for field sharpening, cut 30 in. per unit, height of cut ⅞-3½ in. in ¼ in. increments. To be towed/mounted on suitable hp. tractor on 4 rubber tire wheels. Diesel engine, min. 50 hp. at 1,500 r.p.m., 4 cylinder in line 4 stroke c. Hydraulic lifting mechanisms, 2. 10% spare parts, mainly power units, blades. Tender S-12/359, bid deadline 12 a.m. Nov. 21. To be submitted on tender form available for $1.05 from Director of Inspection (Inspection Wing), DG of S&D, Government of Pakistan, Karachi, and Controller of Inspection, Chittagong or Lahore. Director of Supply, Government of E. Pakistan, Epidc House, Motijheel, Dacca. ★ (WO 7-2924.)

353 Construction, Mining, Materials Handling Machinery, Equipment

Chile

Machinery for metallurgical industry; requests replies in Spanish. Direct purchase and agency. Compania Distribuidoria de Gas "Codigas" SACeI (gas distributor), 1317 Huerfanos, Casilla 9232, Santiago. WTD 1/26/62.

France

Construction equipment; requests replies in Frencvh. Direct purchase and agency. Société des Ouvriers Reunis du Batiment & des Travaux Publics-Sorbtp (public works), 14 rue Roger Bacon, Paris 17.

Greece

● Machinery for sample taking hardened concrete (carrots). Tender B/626, bid deadline 1 p.m. Nov. 19. Specifications available from ACME Div., Room 4109, Department of Commerce, Washington 25, D.C.

● One truck-mounted snow thrower, estimated cost $16,000. Inquiry DEPM, 1803, bid deadline Nov. 23. Public Power Corp., 30 Chalkokondyli St., Athens.

● Repair parts, various items, quantities, for trackla ying tractors; Allis-Chalmers model HD 16; Caterpillar models D8 and D9, estimated procurement $30,000. Bid deadline Dec. 13. Ministry of National Defense, Military Service of Reconstruction Projects (S.Y.K.E.A.), Athens.

● Cranes, 2, truck mounted, 4 ton, diesel or diesel electric for lifting poles; 5-ton tip (dump) truck with loading crane, rotating searchlight, diesel. Tender PAP/595, bid deadline Nov. 27. Public Power Corp., Athens, Piraeus Div. 4, Korai St., Athens. ★ (WO 7-5589).

New Zealand

● Tracklaying type tractor shovel-loaders, 5; diesel power, 1⅛-1½ cu.yd. Tender S.M.Q. 8884, PW 78/13, bid deadline Nov. 26. Tracklaying tractors, 4; diesel 230 hp., equipped with dozers, rear-mounted rippers. Tender S.M.Q. 8885, PW 78/22, bid deadline Nov. 20. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Thailand

Road construction machinery, equipment. Direct purchase and agency. Engineering Supply, Ltd., Partnership (importer, commission agent), 85-87 Lan Luang Rd., Bangkok. WTD 10/9/62.

U.A.R. (Egypt)

● Variety of materials required for Baharia Oasis Iron Ore Project including mobile compressor, rubber hoses, bit grinder, rock drill hammer, lubricator for rock drills, air-driven wagen drill, concrete breaker, air pressure tank, miscellaneous equipment. Bid deadline noon Dec. 15. General Organization for Executing 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. Tender specifications available at Embassy of U.A.R., Commercial Office, 2215 Wyoming Ave., NW., Washington 8, D.C.

354 Metalworking Machinery, Equipment

Germany

Special machinery for machining of aircraft parts. Von Engel Avia KG (importer, manufacturer's agent), 8 Pempelforterstr., Duesseldorf. WTD 10/5/62.

Guatemala

Wire-bending machines to manufacture nails in sizes ranging from ½-8 in. at production rate of 1,000 lb. daily; requests replies in Spanish. Rene Lemus M., Almacen "El Quetzal" (merchant, manufacturer), Ave. Bolivar 20-53, Zona 1, Guatemala City. WTD 10/25/62.

India

■ Crackshaft grinder, distance between centers 156 in., distance between chucks 142 in., swing over table, 30 in., crankthrow, 14 in., spindle speed, 4 speeds, 25-35-53-80, speed of grinding wheel, approx. 300 r.p.m., heavy duty, c.&f. Loan 157; U.S. source. IL#AU/GL/MTC/90/DLF/361. Ref. 2(44)/62-AID-II. Bid deadline Nov. 26. Metallizing Corp. Pvt., Ltd., 9 Waterloo St., Calcutta 1. Cable: Flamespray.

355 Special Industry Machinery

France

New processes or techniques relating to offset printing, book stitching; requests replies in French. S.A. des Editions de Montsouris (offset printer), 1 rue Gazan, Paris 14.

Automatic machines for manufacturing, assembling snap-out pads, fanfold forms used on multicopying machines; requests replies in French. Société d'Impression des Documents Multiples (manufacturer), 29 rue de l'Ourcq, Paris 19.

Typography; offset machines, equip-

ment, all kinds; requests replies in French. Direct purchase and agency. Imprimerie Georges Frere (printer), 15 rue A. Briand, Tourcoing (Nord).

New products relating to offset printing; requests replies in French. Circex (printer), 13 rue Beudant, Paris 17.

Printing machines, equipment; requests replies in French. Direct purchase and agency. Ateliers Techniques du Livre (wholesaler, importer), 158 rue de Menilmontant, Paris 20.

Typographic machines; requests replies in French. Direct purchase and agency. Somagra (importer), 37 blvd. de Strasbourg, Paris 10.

Printing machines, equipment; requests replies in French. Imprimerie Jouve (printer), 15 rue Racine, Paris 6.

Type-setting machine parts, such as starparts. Les Imprimeries Lamartine (printer), 59 rue Lafayette, Paris 9.

Printing machines, equipment; requests replies in French. Imprimerie Floch (book printer), ave. Gutenberg, Mayenne (Mayenne).

Photogravure, line engraving machines, equipment; requests replies in French. Direct purchase and agency. Les Procedes Dorel (importer, wholesaler), 45 rue de Tocqueville, Paris 17.

Copper-plate engraving press, size 50 x 65 cm., for fiduciary printing; requests replies in French. Imprimerie Speciale de Banque (printer), 181 rue du Chateaudes-Rentiers, Paris 13.

Textile machinery, knit goods machines, including power knitting looms, knitting machines, Raschel looms, stitching and seam whipping machines, finishing machines; good quality. Ets. Berchon & Fils (manufacturer, wholesaler, exporter), 18 rue Gambetta, Nay, Basses-Pyrenees. WTD 10/19/62.

Germany

Machinery for production of disposable plastic beer bottles, such as extruders, blow-forming machines. Rheinischer Maschinenhandel Ernst Reuffer (wholesaler), 5 Parkstr., Neuss/Rhein. WTD 10/19/62.

India

■ Complete (Morehouse) mill, equipped with 20 hp, standard drip-proof motor for operation on 400 v., 50 c., 3 ph., including 1 stone set in mill and funnel with 2 sets of extra grinding stones and vital spares; complete (Cowles) dissolver equipped with 7½ h.p. standard drip-proof motor for operation on 400 v., 50 c., 3 ph., including necessary tools, assortment of impellers, mobile base, alemite pump, complete. Loan 157; U.S. source. IL#989873/DLF-157/HQ/61/61/CCI/CG. III. Ref. 41(740)/62-AID-II. Bid deadline Nov. 25. Modi Paint & Varnish Works, Modinagar (Dist. Meerut). Cable: MODI-PAINT.

■ Machinery for manufacture of safety razors: Hot brass stamping press for stamping or razor parts, 2; die-casting machines, 2; automat machines, 2. Loan 157; U.S. source. Bid deadline Nov. 30. Harbans Lal Malhotra & Sons Pvt., Ltd., 18 Netaji Subhas Rd., Calcutta.

■ oz. injection molding machine with all accessories. Loan 157; U.S. source. IL#AU/GL/MTC/97/DLF/361. Ref. 2(46)/62-AID-II. Bid deadline Nov. 30. Pioneer Plastic Works Pvt., Ltd., 9 Ezra St., Calcutta 1.

● Menthol, 1 complete plant for recovery of menthol crystals from crude peppermint oil, with an installed capacity of 35 tons per annum of menthol. Bid deadline Nov. 31. R. S. Nag, Secretary to Government, Industries & Commerce Dept., Government of Jammu & Kashmir, Srinagar. ★ (WO 7-5589.)

Norway

Ice machines for making cubes, flakes; cube machines with cap. of 100-500 lb. daily; flake machines with 2,000-4,000 lb. daily. Direct purchase and agency. A/S Meieribyraet (importing distributor, manufacturer's agent), 84b Wdm. Thranesgate, Oslo. WTD 9/7/62.

Peru

● Aluminum conductor for 62.5 km. double circuit 220 kv. transmission line for Huinco Power Station of Lima Light & Power Co. Tenders obtainable for $10 per set from Motor-Columbus Electrical Management Co., Ltd., Baden, Switzerland.

South Africa

Textile machinery for warping, dyeing, weaving, finishing narrow fabrics. Wilmill Weaving Co. Pty., Ltd. (manufacturer), Shannon St., Salt River, Cape Town.

Syria

● Battery plant, 1; direct negotiation desired for complete factory to produce 1½, 4-5, 1½-90 v. batteries for radio sets, telephone; 2 million units annually. Documents for $26.25, available from and communications should be addressed to General Organization for Executing 5-Year Industrialization Plan, Ministry of Industry, Damascus.

Taiwan

■ Precision cone cheese winder, 12 spindles, with 1 hp. motor, switch, pineapple attachment. Loan 47; world-wide. Credit amount $16,400. Bid deadline Nov. 29. Central Trust of China, for Jang Dah Knitting Factory, 428 Ming Shin Rd., Taipei.

U.A.R. (Egypt)

■ Central repair shop for 500 buses overall per year; central electrical shop for all garages, overhauls; service station (garages) for 250 buses; supplementary equipment for existing shops, garages. Loan 27; U.S. source. Bid deadline Nov. 30. Cairo Transport Authority, 28, Talaat Harb St., Cairo. Cable: TRANSCAIRO. ★

356 General Industrial Machinery, Equipment

El Salvador

● Pumps, 2, centrifugal horizontal or vertical, 2,300 gpm, for water, with electric motors. Tender 33/62, bid deadline Nov. 27. Administracion Nacional de Acueductos y Alcantarillados. Tender in Spanish. ★ (WO 7-5589).

India

■ Equipment for instrument air auxiliary plant, such as air compressors, after cooler, automatic moisture and oil trap, activated carbon filter, air receiver, absorption dryers, pre and after filter. Loan 162; U.S. source. Tender notice PB/1014/62/VKV; bid deadline Dec. 18. Fertilizer Corp. of India, Ltd., Trombay Div., Administrative Bldg., Purchase Dept., Marvali, Chembur, Bombay 71, where tender specifications may be obtained for payment, not refundable, by crossed postal order drawn in favor of Chief Finance & Accounts Officer. Available to Dec. 3. Specifications also available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

New Zealand

● Compressors, 2 rotary screw or rotary vane, 600 c.f.m. at 100 p.s.i.g. diesel, pneumatic tires, for use on construction sites. Tender SMQ 8886, bid deadline Nov. 19. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. ★ (WO 7-5589.)

Norway

Ball, roller bearings. Direct purchase and agency. Otto Olsen & Sons A/S (importing distributor), Josefinesgate 18, Oslo. WTD 10/16/62.

Pakistan

■ "Hoffman" ball bearings, 135, 145, 150, 155; "Hoffman" roller bearings, R135, R145, R150, R155; cables, wires BS1844/52 in catch weight reels, synthetic enameled copper wire, 16, 16½, 17, 17½, 18, 18½, 19, 20 SWG. Loan 53; U.S. source. IL# 202429. Bid deadline Nov. 26. Brush-Rahman, Ltd., Attar Bldg., The Mall, Lahore.

357 Office, Computing, Accounting Machines

Austria

Typewriters; adding, calculating, accounting machines. Direct purchase and agency. Bueromaschinen-Verkaufsgesellschaft Kurt Mader KG (importer, agent, wholesaler), Kramergasse 9a, Vienna I. WTD 5/10/61.

France

Office equipment; requests replies in French. Direct purchase and agency. Deroide & Chaudat (wholesaler, agent), 29 bis rue Princesse, Lille (Nord).

Germany

Electronic data-processing machines: Analog computers, digital computers, converters, plotters and recorders, scanners, multiplexers, data systems, electronic parts, building blocks and components for production of special electronic designs. Direct purchase and agency. ERA-Elektronische Rechananlagen Studiengesellschaft fuer wissenschaftliche Datenverarbeitung (importer, wholesaler), 88 Hoefchensweg, Aachen. WTD 10/15/62.

358 Service Industry Machines

Germany

Gas, oil dispensing pumps; grease guns for workshops, garages, filling and service stations; requests replies in German, (price quotations c.i.f. Hamburg or Bremen.) Heinrich Stollenwerk (wholesaler), 80 Aachenerstr., Koeln. WTD 10/22/62.

Coin-operated drycleaning equipment. Ellerwerke Otto Ellerbrock (manufacturer, importer), Steilshoper Str., 116, Hamburg 33. WTD 4/22/60.

Oil-fired steam-cleaning machines. Hans Wilms oHG (importing distributor), Postfach 93, 407 Rheydt. WTD 7/26/61.

Pakistan

■ Water coolers, air compressors and spare parts, electric motors, spare parts, generators and spares, rotary hydraulic hoists, textile machinery. Loan 53; U.S. source. IL#225653. Credit amount $6.510. Bid deadline Nov. 28. Butt Engineering Stores, 29 Badri Bldg., McLeod Rd., Karachi. Cable: BUTSTORES. ★

361 Electric Transmission, Distribution Equipment

Ceylon

● Supply, erection of 2 500 kv.-a. transformer substations, 33 and 11 kv. switchgear and auxiliary equipment. Departmental ref. OM/C&S/T/IIAS/2/62, bid deadline 10 a.m. Dec. 11. Department of Electrical Undertakings, Colombo, Ceylon.

Specifications for review only in Room 4217 (WO 7-4242) or may be purchased from Embassy of Ceylon for $63.03, $52.52 not returnable.

Greece

● 22 kv. 3-phase automatic voltage regulator. Tender PAP/642, deadline Dec.

5. Procurement of 86 3-ph. distribution transformers (29 100 kv.-a., 27 50 kv.-a., 28 200 kv.-a., 4 300 kv.-a.). Tender PAP/660, bid deadline Dec. 14. Public Power Corp., Athens-Piraeus Div., 4 Korai St., Athens. ★ (WO 7-2175.)

● 343,000 fuse cartridges of various types. Tender PAP/637, bid deadline Dec. 13. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens. ★ (WO 7-4242.)

New Zealand

● Supply, delivery of 1 50 mv.-a. 220/22 kv. T.C.O.L. transformer bank. Contract 410; bid deadline Feb. 5, 1963, New Zealand Electricity Dept., Private Bag, Wellington. Specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C. ★ (WO 7-4242.)

Taiwan

● One set power circuit breaker, outdoor type, 69 kv., 1,200 a., 2,500 MSV, complete with accessories, spare parts. CTC job GFA-14158-K. Bid deadline Nov. 19. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. ★ (WO 7-4242.)

Thailand

■ KWH meters. Loan 19; worldwide. Invitation PDC-MEA-141. Bid deadline Dec. 6. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C. ★

362 Electrical Industrial Apparatus

France

Motors to animate advertising displays, operating either on current or batteries; requests replies in French. Direct purchase and agency. S.A. Tyrode (printer), 34 rue des Rigoles, Paris 20.

India

■ Tapeless veneer splicer providing electric heating, with driving built-in motor of ½ hp., complete with standard accessories, spares. Loan 157; U.S. source. IL#AU/GL/MTC/91/DLF/361. Ref. 2(43)/62-AID-II. Bid deadline Nov. 30. National Saw & Plywood Works, Calcutta.

Iraq

● Supply of portable diesel generating sets 80 each 6 kw., 100 each 10 kw., 12 each 25 kw. Tender DMW/54/1962, bid deadline Dec. 19. Specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C. ★ (WO 7-4242.)

363 Household Appliances

Austria

Electrical household appliances. Direct purchase and agency. Maschinenhandel Ing. F. Reinbacher (manufacturer's agent, importing distributor), 31 Traunstrasse, Salzburg or 13 Elisabethstrasse, Vienna.

Household appliances, electrical, and nonelectrical, primarily for use in farm household. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

Germany

Electrical household, kitchen appliances, such as mixers, toasters, new products; automatic washing machines, refrigerators, cooking ranges, stoves. IGROS Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Eleketro mbH (purchasing organization), 28 Mozartst., Koeln. WTD 10/19/62.

Iraq

Electrical household appliances such as refrigerators, washing machines, fans, others. Direct purchase and agency. Ali al-Hussaini Trading Showrooms (retailer) Abdul Munim al Khedairy Bldg., South Gate, Baghdad. WTD 10/11/62.

Rhodesia, Nyasaland

Kitchen equipment. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

364 Pole Line, Transmission Hardware

Honduras

● Conductors, insulators, hardware for transmission line. Contact documents 180-10, bid deadline Nov. 20. Empresa Nacional de Energia Electrica (National Electric Co.), Honduras. ★ (WO 7-4242.)

365 Radio, Television Sets

Austria

Radios; high fidelity, television equipment, accessories; tape recorders, magnetic tape. Direct purchase and agency. A. Weiner Gas.m.b.H. (importer, agent, wholesaler), Karl-Schweighofer-Gasse 12, Vienna VII/62.

366 Communications Equipment

Australia

● Supply of automatic verbal announcing equipment for exchange interception, providing 5 separate message tracks. Tender C.9058, bid deadline Dec. 13. Controller, Stores & Contracts, Postmaster-Generals Dept., 114 Russell St., Melbourne C.1., Victoria. ★ (WO 7-4823.)

Austria

Radar, communication equipment of all kinds. Direct purchase and agency. A. Weiner GmbH (importer, agent, wholesaler), Karl-Schweighofer-Gasse 12, Vienna VII/62.

Greece

● Supply load coils, cases, repeating coils for quadded telephone cables at estimated cost of $17,000. Tender 6051. Bid deadline Nov. 28.

Supply of connecting and handset cords for telephone sets at estimated cost of $60,000. Tender 6090. Bid deadline Dec. 1. Supply Committee, Greek Telecommunications Organization, 4 Sophocles St., Athens. ★ (WO 7-4823.)

Norway

Radio communication equipment for military use, such as automatic multichannel UHF receiver/transmitters. P. N. Biorn (importing distributor, agent), 4 Tollbodgaten, Oslo. WTD 9/25/62.

Uruguay

FM radio broadcast transmitter of 250 w., without generator, operating on 220 v., new or used; requests replies in Spanish. Tatteos Boudakian (radio station), Pedro Galan 4217, Montevideo. WTD 10/18/62.

367 Electronic Components, Accessories

Austria

Amplifiers, microphones, loud speakers, valves, transistors. Direct purchase and agency. A. Weiner GmbH (importer, agent, wholesaler), Karl-Schweighofer-Gasse 12, Vienna VII/62.

Canada

Automatic controls, high volt d.c. power supply, industrial instruments I.N.C., silicon rectifiers, photoelectric cells, general purpose relays, semiconductors products, thyratrons for modern industry, semiconductors for industry and communications, thyratrons P.L. 255 motor control, general information circuit blocks, counting units for programed control and thyratrons P.L. 2D 21; initial small quantities, large orders to follow. Collin Wales, Taylor-Smith Manufacturing Co., Ltd. (manufacturer), P.O. Box 160, North Vancouver, B.C.

Congo (Leopoldville)

Radio parts for assembly of portable short wave, 16-160 meters, transistor radios of American manufacture. Mecanicongo (manufacturer, distributor), B.P. 727, Léopoldville, Limete. WTD 9/29/61.

France

Electronic equipment, components, instruments, of novelty character. Direct purchase and agency. Rolland Electronique (importer, wholesaler), 18 rue Marbeuf, Paris 8. WTD 8/18/61.

371 Motor Vehicles, Accessories, Maintenance Equipment

Germany

Mobile sales shops: Vehicles used for selling meat, other food directly to consumer; requests replies in German. Johann Opheis (wholesaler), Postfach 12, 4175 Aldekerk/Niederrhein. WTD 10/19/62.

Automotive spare parts, accessories; equipment for workshops, garages, filling, service stations; requests replies in German, price quotations c.i.f. Hamburg or Bremen. Heinrich Stollenwerk (wholesaler), 80 Aachenerstr., Koeln. WTD 10/22/62.

Greece

● Trucks, 4 gasoline pickup 4 x 4, 7 diesel 4 x 2, 3 diesel 4 x 4. Bid deadline Nov. 29. Tender YL-LA 750/655/671. Public Power Corp., 30 Chalkokondyli St., Athens. ★ (WO 7-3294.)

India

■ Large assortment of Chevrolet parts. Loan 217; U.S. source. ILA598355/61/AU-DW/CCI/HQ/RM, ILA.598767/61/AU/-DW/CCI/HQ/RM. Ref. 61(3)/62-AID(1), 44(124)/62-AID(1). Bid deadline Nov. 30. Hindustan Motors, Ltd., 15 India Exchange Pl., Calcutta 1. ★

Turkey

■ Motor vehicle equipment for use in operating, servicing electric distribution system and maintaining street lighting for city of Izmir, including service, ladder, utility trucks. Loan 98; worldwide. Bid deadline Dec. 3. Eshot (Izmir) Administration, Izmir. Specifications available from Ebasco Services, Inc., 2 Rector St., New York 6. ★

372 Aircraft, Parts

Australia

Accessories, novelty items for private, executive aircraft, FAA standards quality or better. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

Germany

Executive airplanes: accessories, equipment for aircraft. Von Engel Avia KG (importer, manufacturer's agent), 8 Pempelforterstr., Duesseldorf. WTD 10/5/62.

Italy

Aircraft engines, electronic instruments, gyroscopes, servocontrols, surplus equip-

ment, for lightweight aircraft, drones. Direct purchase and agency. Meteor SpA (manufacturer), Via Machiavelli 1, Trieste. WTD 10/1/62.

374 Locomotives, Parts

Spain

■ Equipment of 40 diesel electric locomotives. Loan 51; U.S. source. Bid deadline Nov. 30. RedNacional De Los Ferrocarriles Espanoles, Oficina de Ayuda Economica, Paso del Rey, 10, Madrid 8. Award contract for equipment of diesel electric locomotives dependent on signing of amendment to DLF loan 51 between RENFE, Government of Spain, and AID. Copies of specification obtainable from Embassy of Spain, 2558 Mass. Ave., NW., Washington 9, D.C.★

379 Miscellaneous Transportation Equipment

Austria

Camping trailers. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

Navigation aids for marine pleasure craft, average-high quality; executive, private aircraft, FAA standards quality or better. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

France

Meteorological instruments, all kinds. Direct purchase and agency. Société Jean Cerf & Cie. (manufacturer), 20 quai de la Megisserie, Paris 1. WTD 7/12/61.

Germany

Navigational instruments, equipment for aircraft. Von Engel Avia KG (importer, manufacturer's agent), 8 Pempelforterstr., Duesseldorf. WTD 10/5/62.

Iraq

Scientific, laboratory instruments, equipment; requests replies from manufacturers only. Direct purchase and agency. Karl Kolb & Co. (Iraq) WLL (importer, wholesaler, sales agent), Mirjan Bldg., South Gate, Baghdad. WTD 9/28/62.

Italy

Electronic apparatus for ships, aircraft, air navigation control from ground. Direct purchase and agency. FIRCOM, Forniture Industriali Rappresentanze Italiane ed Estere, Commissioni Import-Export (importing distributor, manufacturer's agent, commission merchant), Via S. Eufemia 19, Rome.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Australia

Mechanical or electrical timing devices, to start, stop appliances, machinery; average-high quality. Direct purchase and agency. Avmar Pty., Ltd., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

Chile

Control elements for gas appliances; infra-red radiant plates; valves, regulators for gas cylinders, domestic, industrial, commercial appliances; requests replies in Spanish. Direct purchase and agency. Compania Distribuidora de Gas "CODIGAS" SACeI (gas distributor), 1317 Huerfanos, Casilla 9232, Santiago. WTD 1/26/62.

France

Measuring instruments for measuring vibrations, acceleration, speed, motion. Prodera (manufacturer), 36 bld. de la Bastille, Paris 12. WTD 8/31/62.

383 Optical Instruments, Lenses

India

■ Set of spherical units, 4, each with 2 spindles polishers with rouge feed fitted with electrical motor ½ hp., a.c., 230 v., 50 c., single ph., spindle and rouge feed both controlled by electric timer; set of same, 4, but without rouge feed with 20 in. bench space, same electric specification; set of cylindrical units, 4, each with 2 spindles "cylinder machines," with automatic rouge feed attachments, type H lap table, fully automatic and timer controlled built with inspection lamp, 20 in. bench space, plus 10 in. for rouge feed, with electric motor 1/16 hp., 115 v., a.c. 50 c., with transformer; set of 3 units, same as above but without rouge feed with 20 in. bench space, same electrical specification; unit, automatic compound and spherical lends diamond generator for automatic operation in both plus and minus curves over wide range of plane to 14 diopters; diamond lap and "Lensometer" with high eyepoint, eyepiece focusable. Loan 157; U.S. source. IL#AU/GL/MTC/84/DLF/361. Ref. 2(40)/62-AID-II. Bid deadline Nov. 30. Real Optical Co., 6 Philips St., Madras 1.★

384 Surgical, Medical, Dental Instruments, Supplies

Morocco

Gauze bandages, surgical cotton; requests replies in Spanish or French. Bureau Maghrebien d'Expansion Commerciale, S.A.-BUMAGEDCO (importer, wholesaler), 25 Blvd. Mohamed V, Tangier. WTD 11/20/58.

Philippines

■ RDON-2500 oxygen generator with attachments; complete set of recommended spare parts for standard plant RD-2500 oxygen generator; trace analyzer for measuring impurities of 5 parts per million oxygen in nitrogen production from RDON-2500 oxygen-nitrogen generator. Loan 59; worldwide. Credit amount $76,-385.38. Bid deadline Dec. 1. Philippine Acetylene Co., Inc., 1155 Cristobal, Paco, Manila, where quotations are to be sent with copy furnished to Foreign Loans & Investments Dept., Central Bank of Philippines.★

Thailand

Hospital, surgical instruments. Direct purchase and agency. Atlantic Trading Co., Ltd. (manufacturer, importer), 1/12 Suapa Rd., Bangkok. WTD 10/10/62.

386 Photographic Equipment, Supplies

Canada

Transistor phototubes, transistor photomultipliers, light meters, self-adjusting lenses. Collin Wales, Taylor-Smith Manufacturing Co., Ltd. (manufacturer), P.O. Box 160, North Vancouver, B.C.

Germany

Color slides, 5 x 5 cm. Direct purchase and agency. Dicker KG (manufacturer's agent), 47 Berliner Allee, Duesseldorf. WTD 10/25/62.

France

Photographic, cinematographic equipment; all kinds. Société de Distribution de Materiel Photographique Cinematographique & Optique-Dimaphot (manufacturer), 16 rue Clement Marot, Paris 8. WTD 9/12/62.

Papers for photogravure, such as photodiazo; requests replies in French. Direct purchase and agency. Les Procedes Dorel (importer, wholesaler), 45 rue de Tocqueville, Paris 17.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Australia

Clocks, watches, precision timing devices for use in aviation, marine navigation; aircraft, quality to meet FAA standards or better; marine, average-high quality. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

394 Toys; Amusement, Sporting, Athletic Goods

Austria

Camping goods, equipment of all kinds, tents, cookers, cooling boxes. Direct purchase and agency. Herbert Prem (importer, wholesaler, retailer), Bahnhofstrasse 8, Weiz/Styria.

Germany

Camping articles of all kinds. IGROS Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

Rhodesia, Nyasaland

Toys of all kinds. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

395 Pens, Pencils, Other Office, Artists' Materials

France

Office, school supplies, such as pencils, ballpoint pens; requests replies in French. Direct purchase and agency. S.A. des Imprimerie Oberthur (editor), 5 ave. de l'Opera, Paris 1.

Pens, pencils, all kinds of office supplies; requests replies in French. Direct purchase and agency. Deroide & Chaudat (wholesaler, agent), 29 bis rue Princesse, Lille (Nord).

Germany

Ballpoint pens, assembled, unassembled; fountain pens, assembled, unassembled; filler for ballpoint pens; pencils, color pens; requests price quotations c.i.f. Hamburg. Rudolf Faber (wholesaler, importer, exporter), 2 Bahnhofstr., 6799 Ulmet Krs. Kusel.

399 Miscellaneous Manufacturing Industry Products

Australia

Survival kits, equipment for aviation, marine use; FAA standards or better for aircraft; average to high quality for marine; aviation training aids, such as films, recordings, books, small simulator equipment, FAA standards quality or better, suitable for average flying school, small operator, student pilot. Direct purchase and agency. Avmar Pty., Ltd. (manufacturer's agent), 349 Victoria Rd., Drummoyne, Sydney. WTD 4/24/62.

France

Gift articles of fine quality. Direct purchase and agency. J. Dumont & Cie.

(dealer), 7 rue Pasteur, Paris 11. WTD 12/19/61.

Germany

Smoker's requisites such as special filter cigarette holders, lighters, pipes, ashtrays, cigarette cases, novelties. Tawara-Vertriebsges. mbH (wholesaler), 21 Jordan Str., Duesseldorf. WTD 10/22/62.

Greece

● Automatically operated CO_2 firefighting equipment, including alarm system, for protection of power substation; estimated cost $85,000. Tender PAP/99/bis, bid deadline Nov. 26. Public Power Corp., Athens-Piraeus Div., 4 Korai St., Athens. ★ (WO 7-2934.)

Netherlands

New items in field of smoker's requisites, such as pipes, lighters, cigarette cases. Le Corbeau & Zoon, Groothandelsgebouw (importing distributor, wholesaler), 723 Weena, Rotterdam 4.

Give-away items for all types of industries; advertising gift articles. Bekkers Polak & Co. NV (importer), 169-71 Rapenburgerstraat, Amsterdam.

Rhodesia, Nyasaland

All items used for interior decorating. Haddon & Sly, Ltd. (department store), P.O. Box 582, Bulawayo, Southern Rhodesia. WTD 10/22/62.

505 Farm Products, Raw Materials

Germany

White duck feathers, full down and dedowned in jute bags containing approx. 200 kg.; requests samples and c.i.f. or c.&f. Hamburg prices for 2½-5 ton lots. Grodtmann Import GmbH (importer, general merchant, wholesaler), Glockengiesserwall 15, Hamburg 1. WTD 9/18/62.

Netherlands

Muskrat skins; requests samples, price quotations. Zuid-Afrikaansch Handelshuis N.V. (importer), P.O. Box 443 or 136 Singel, Amsterdam.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farm Products

Netherlands

Citrus fruit. Michel Fresco N.V., Groothandelgebouw E 18 (importer, wholesaler, exporter, transit trader), 18 Conradstraat, Rotterdam 4.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Italy

Dried fruit especially dried prunes, apricots, peaches. Exclusive distributorship and/or exclusive agency for all Italy or Central and South Italy. Ditta Tonini Giulio (importer, wholesaler), Via Cividale del Friuli 3/7A, Rome.

Netherlands

Nuts, dried fruit, citrus concentrates. N.V. Handelmaatschappij G. Meulenkamp (transit trader, agent), P.O. Box 842 or 238 Coolhaven, Rotterdam 6. WTD 12/22/58.

204 Grain Mill Products

South Africa

Polished rice. Hill & Everett Pty., Ltd. (manufacturer's agent), P.O. Box 732, Cape Town. WTD 5/16/62.

220 Textile Mill Products

Austria

Cotton, silk, manmade fiber, woolen piece goods for garment industry. Arthur Lohre, Inh. G. Weinberger (manufacturer's agent, broker), 10 Gonzagagasse, Vienna I.

New Zealand

Synthetic dress goods, cotton dress goods, furnishing fabrics; requests replies from manufacturers only. Ed. W. Keller & Co. (N.Z.), Ltd. (manufacturer's agent), P.O. Box 5475,, or Regent Theatre Bldg., Auckland. WTD 12/21/61.

South Africa

Soft furnishing materials for curtains, draperies, covers. Hill & Everett Pty., Ltd. (manufacturer's agent), P.O. Box 732, Cape Town. WTD 5/16/62.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Australia

Synthetic pile moquette upholstering materials. Exclusive agency. Aston Distributors Pty., Ltd. (distributor), 31 Mary St., Brisbane, Queensland. WTD 10/17/62.

Norway

Synthetic, blended woven textile piece goods for ladies' dresses and blouses, men's suits and slacks; requests replies from manufacturers only. Einar H. Wilskow (agent), 2 Cort Adelersgate, Oslo. WTD 10/4/62.

225 Knitwear

Germany

Sweaters, pullovers, wearing apparel except coats, dresses, suits. Rudolf Lode (agent), 7 Stuttgart, Hauptmannsreute 89. WTD 5/10/62.

227 Floor Covering Mill Products

France

Floor coverings, all kinds. Société Studiex (importer, wholesaler), 59 rue des Govelins, Paris 13e.

228 Yarn, Thread Mill Products

France

Synthetic fiber yarns, good quality. Agency for France and Northern Africa, or sections thereof. Teintureries Tournier (textile dyeing mill, wholesaler, exporter), Coarraze, Basses-Pyrenees. WTD 10/5/62.

Norway

Cotton yarns for hosiery trade, particularly 12/1 carded on cones. Haalke & Co., 24 Mollergaten, Oslo. WTD 5/3/61.

230 Apparel

Germany

Women's lingerie; men's shirts, underwear; requests replies from manufacturers only. Kurt Gast (manufacturer's agent), Postfach 448, 435 Recklinghausen. WTD 10/12/62.

Blouses, skirts, wearing apparel except coats, dresses, suits. Rudolf Lode (agent), 7 Stuttgart, Hauptmannsreute 89. WTD 5/10/62.

Norway

Sport clothing for men, women, children, particularly quilted ski parkas, hunting outfits, insulated clothing. Gunnar Ekere, 33 Skippergaten, Oslo. WTD 10/10/62.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Norway

Work clothing of denim, drill for men, teenagers; requests replies from manufacturers only. Hans O. Jonassen (manufacturer's agent), 22-28 Skippergaten, Oslo. WTD 10/1/62.

233 Women's, Misses', Juniors' Outerwear

Norway

Light coats for women, misses. Sverre Darner (manufacturer's agent), 6 Johannes Brunsgt., Oslo. WTD 7/5/62.

238 Miscellaneous Apparel, Accessories

Norway

Dressing gowns, morning coats, dusters, bathrobes; low, medium priced for women, teenagers. Buck Tekstilagentur (manufacturer's agent), 18/20 O. Slottsgate, Oslo. WTD 9/14/62.

South Africa

Handkerchiefs: Women's, men's, in bundles, fancy packs, particularly men's with colored borders costing $.95, $1.20, $1.35 per doz. in bundles of 10 doz. Hill & Everett Pty., Ltd. (manufacturer's agent), 93 Longmarket St., P.O. 732, Cape Town. WTD 5/16/62.

262 Paper Mill Products

Chile

Paper products, newspaper supplies. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

France

Kraft, writing, printing papers; requests replies in French. Papeteries E. Camin (importer, dealer), 124 blvd. de Stalingrad, Vitry-sur-Seine (Seine).

263 Paperboard Mill Products

France

Coated, bleached kraft cardboard, special cardboards; requests replies in French. Papeteries de la Madeleine-Sopama (importer, manufacturer's agent), 24 rue Chauchat, Paris 9.

264 Converted Paper, Paperboard Products

France

Masking tapes, sealing products of all

kinds; requests replies in French. Ceni (commission merchant), 29 rue Bleue, Paris 11. WTD 6/12/62.

Norway

Wrapping materials for packaging products of food, drink, tobacco, related industries, packaging medicinal and toilet preparations, particularly transparent sheeting. A/S Norge-Maskiner (manufacturer's agent), 28 Stortingsgaten, Oslo, WTD 7/26/62.

277 Greeting Card Manufacturing Products

France

Greeting cards; requests replies in French. O. Schneider & Cie. (printer), 35 ave. Matignon, Paris 8.

280 Chemicals, Related Products

Chile

Chemicals for graphic industry, printing ink. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

Chemical products. Compania Minera y Comercial Sali Hochschild S.A. (importer, distributor, exporter), 920 Miguel Cruchaga Tocornal, Casilla 3127, Santiago. WTD 1/17/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Synthetic fibers; requests replies from manufacturers only. Agency with depot. Ets. Odelin & Catry s.a. (processor, wholesaler, importer), head office, 14 rue de Courcelles, Paris; commercial office, 34 rue de Mulhouse, Tourcoing (Nord). WTD 6/15/61.

Germany

Synthetic resins such as melamines, ureas, alcyds, phenols, other synthetic raw materials for paint, lacquer, related industries; requests replies from manufacturers only. Exclusive agency. Ludosa Drogen und Lackrohstoffe mbH (importer), Deichstr. 38, Hamburg 11. WTD 3/13/59.

South Africa

Manmade fibers, such as rayon staple fibers, rayon filament yarn, nylon staple fibers, nylon filament both flat and crimp. Edward Tinsley (agent), 31 Studree Ave., Rosebank, Johannesburg. WTD 10/24/62.

283 Drugs

Germany

Ethical-pharmaceutical specialties for human, veterinary sector. Max A. Obermann (manufacturer's agent), Wellingbuetteler Landstr. 115. Hamburg-Wellingbuettel.

289 Miscellaneous Chemical Products

France

Sealing products, all kinds; requests replies in French. Ceni (commission merchant), 29 rue Bleue, Paris 11. WTD 6/12/62.

291 Petroleum Refining Products

Chile

Automobile lubricants; requests replies in Spanish. Julio Anderson I. (importer), 2222 Av. Pedro Montt, Casilla 1926, Valparaiso. WTD 10/22/62.

301 Tires, Inner Tubes

Chile

Automobile tires; requests replies in Spanish. Julio Anderson I. (importer), 2222 Av. Pedro Montt, Casilla 1926, Valparaiso. WTD 10/22/62.

306 Fabricated Rubber Products

Chile

Rubber hoses, transmission belts for railway freight, passenger cars, fire engines. Alfredo Campana A. (sales agent), 4688 Francisco de Aguirre, Casilla 2080, Santiago. WTD 8/24/62.

307 Miscellaneous Plastics Products

Austria

Plastic kitchenwares. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

311 Leather Tanning, Finishing Products

Germany

Leather for clothing industry, particularly sheep, lamb, goat leather in nappa, velour finishes; requests replies in German. Max Linke, Ledergrosshandlung (wholesaler, manufacturer's agent), 109 Graeulingerstr., Duesseldorf-Gerresheim. WTD 10/16/62.

322 Glass, Glassware

France

Glassware: Table, decorations; requests replies in French. Adolphe Evald (dealer), 51 rue de Paradis, Paris 10.

Germany

Domestic glassware, crystalware, gift articles. Friedrich Becker (manufacturer's agent), Deichmannhaus, Koeln. WTD 10/17/62.

326 Pottery, Related Products

France

Porcelain, earthenware, ceramics: Table, decorations, vases; requests replies in French. Adolphe Evald (dealer), 51 rue de Paradis, Paris 10.

Germany

Domestic porcelain, ceramicwares, gift articles. Friedrich Becker (manufacturer's agent), Deichmannhaus, Koeln. WTD 10/17/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Netherlands

Diatomaceous earth, mica powder (wet ground). Chemproha N.V. Fabriek voor Chemische Producten (importer, exporter, manufacturer, wholesaler, manufacturer's agent), P.O. Box 35 or 658 Ringdijk, Zwijndrecht. WTD 7/10/62.

333 Primary Smelting, Refining Nonferrous Metals

Netherlands

Aluminum ingots; copper-base alloy ingots. Exclusive agency. Blocq & Maneschijn Metalen (importer, wholesaler), 24 Industrieweg, Harderwijk.

335 Rolling, Drawing, Extruding Nonferrous Metals

France

Electrical wire, cables; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

336 Nonferrous Foundry Products

Austria

Cast-aluminum kitchenwares. Ernst Rado, Handelsagentur (sales agent) Klopsteinplatz 3, Vienna III.

342 Cutlery, Handtools, General Hardware

Austria

Nonelectric can openers, cutlery items, kitchen aids of various kinds. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

Chile

Garage, service station handtools; requests replied in Spanish. Julio Anderson I. (importer, 2222 Av. Pedro Montt, Casilla 1926, Valparaiso. WTD 10/22/62.

Builders' hardware. Compania Minera y Comercial Sali Hochschild S.A. (importer, distributor, exporter), 920 Miguel Cruchaga Tocornal, Casilla 3127, Santiago. WTD 1/17/62.

346 Metal Stampings

Austria

Stamped metal kitchenwares. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

350 Machinery

Chile

Mining, industrial machinery, tools. Compania Minera y Comercial Sali Hochschild S.A. (importer, distributor, exporter), 920 Miguel Cruchaga Tocornal, Casilla 3127, Santiago. WTD 1/17/62.

352 Farm Machinery, Equipment

France

Agricultural implements of all types, medium duty farm equipment such as tractors, tillers, mowers, diggers, soil breakers, other machines of good quality. Agency for Southwest France or section thereof with financial responsibility if so requested. Philippe Galloy (sales agent, retailer), 211 route d'Arcachon, Gazinet, Gironde.

Netherlands

Light tractors for horticultural, fruit farming purposes, up to 25 hp., horticultural implements. Romeijn & van Zanten (importing distributor), 12 Schelluinsestraat, Gorinchem. WTD 5/25/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Netherlands

Light transportation equipment used in factory premises, warehouses. Romeijn & van Zanten (importing distributor), 12 Schelliunsestraat, Gorinchem. WTD 5/25/62.

355 Special Industry Machinery

Austria

Crushing, mixing, packaging, bottling

machinery, pumps, equipment for food, cosmetic, pharmaceutical, chemical industries. Peter Wolf (manufacturer's agent), 1 Am Kaisermuehlendamm, Vienna XXII.

Chile

Press equipment for newspapers, offset presses, rotary presses, type molds, newspaper machinery. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

France

Any new products relating to offset printing; requests replies in French. Circes (printer), 13 rue Beudant, Paris 17e.

Offset machine, spare parts, accessories; requests replies in French. Société Marinoni (offset machines manufacturer), 87 rue Notre-Dame-des-Champs, Paris 6e.

358 Service Industry Machines

Chile

Gas, oil measuring dispensing pumps; grease guns for garages, service stations; requests replies in Spanish. Julio Anderson I. (importer), 2222 Av. Pedro Montt, Casilla 1926, Valparaiso. WTD 10/22/62.

France

Domestic air conditioners; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

361 Electric Transmission, Distribution Equipment

France

Electrical fittings, such as insulating tubes, high or low voltage apparatuses, circuit breakers; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

362 Electrical Industrial Apparatus

France

Electrical motors, pumps; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

363 Household Appliances

Austria

Electrical household appliances. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

France

Electrical household equipment including refrigerators, washing machines, fans, stoves; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

Germany

Fully automatic household, kitchen appliances, such as washing machines, dishwashers; requests replies from manufacturers only. Oil-fired stoves for domestic purposes. Werner Herbold (wholesaler, manufacturer's agent), Neunkirchen ueber Siegburg Bez. Koeln. WTD 10/17/62.

364 Electric Lighting, Wiring Equipment

Austria

Television shadow lamps. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

France

Kitchen lighting fixtures; requests replies in French. Adolphe Evald (dealer), 51 rue de Paradis, Paris 10.

Fluorescent lighting equipment; requests replies in French. Electrerard (importer, wholesaler), 31 rue du Pot-de-Fer, Orleans (Loiret). WTD 8/29/61.

365 Radio, Television Sets

Congo (Brazzaville)

Portable transistor television sets conforming to specifications required to pick up European-type broadcasts, 625 lines; prefers replies in French. Exclusive distributorship in equatorial Africa. Société Anonyme des Ets. A. Behar (importer, distributor), B.P. 820, Brazzaville. WTD 10/14/62.

366 Communications Equipment

Argentina

Closed circuit television transmission system. Bertagni & Cia. JJ, S.A.C.I.I. F.yA. (manufacturer), Maipu 467, Buenos Aires. WTD 4/12/62.

Microwave multiplex communications system for wireless transmission of telephonic messages. Alfredo E. Herrera, SRL (manufacturer), Viamonte 859, Buenos Aires. WTD 3/8/62.

Chile

Microwave equipment, wave carrier systems military communications equipment. International Electronic Engineering, Ltd. (importer), 521 Huerfanos, Casilla 10482, Santiago. WTD 1/15/62.

367 Electronic Components, Accessories

Chile

Oxydry electronic appliances, electronic instruments. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Canada

Accessories for motor vehicles. Ford & Hancock, Ltd. (factory representative, manufacturer), 3715 Commercial Dr., Vancouver 12, B.C. WTD 10/22/62.

Chile

Garage, service station equipment, machinery, automobile parts; requests replies in Spanish. Julio Anderson I. (importer), 222 Av. Pedro Montt, Casilla 1926, Valparaiso. WTD 10/22/62.

Transport vehicles. Compania Minera y Comercial Sali Hochschild S.A. (importer, distributor, exporter), 920 Miguel Cruchaga Tocornal, Casilla 3127, Santiago. WTD 1/17/62.

373 Ship, Boat Building, Repairing

Germany

Yachts, boats; new, secondhand. Commission agency. Heinr. Gerhd. Fisser (commission merchant), 15 Gruenbergstr., Bremen. WTD 10/17/62.

Italy

Motorboats, high speed pleasure, commercial, military boats up to 500 gross registered tons; tugs; coast guard vessels; marine articles such as accessories, equipment, parts of above vessels, anchors, propellers, signaling devices, desk supplies, ropes, cables, nautical instruments, ship chandlers' supplies. Fircom, Forniture Industriali Rappresentanze Italiane ed Estere, Commissioni Import-Export (importing distributor, manufacturer's agent, commission merchant), Via S. Eufemia 19, Rome.

374 Railroad Equipment

Chile

Railroad equipment. Alfredo Campana A. (sales agent), 4688 Francisco de Aguirre, Casilla 2080, Santiago. WTD 8/24/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Chile

Laboratory supplies. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

383 Optical Instruments, Lenses

Chile

Spectrophotometers. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

384 Surgical, Medical, Dental Instruments, Supplies

Chile

Helicoid manometers. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

386 Photographic Equipment, Supplies

Chile

Photographic, phototype, photostat products. Paul J. Zschau (sales agent), 725 Huerfanos, Casilla 2396, Santiago. WTD 9/20/62.

France

High quality photo and cinematographic equipment, all kinds; accessories. Société des Ets. J. Monteret (manufacturer, importer), 92 quai de Jemmapes, Paris 10.

394 Toys; Amusement, Sporting, Athletic Goods

Austria

Toys, amusement goods, hobby items. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

Chile

Swimming pool equipment such as water filters, underwater lighting, fittings, vacuums, brushes, diving boards, water purification equipment and accessories, purification chemicals; requests replies in Spanish. Hidrofiltra, Ltda. (contractor, manufacturer), 450 Morande, Santiago. WTD 1/15/62.

Norway

Games; no dolls, children's vehicles. Kroghen & Zibell (manufacturer's agent), 4 Jernbanetorvet, Oslo. WTD 8/7/62.

399 Miscellaneous Manufacturing Industry Products

Austria

Novelty, gift items of various kinds. Ernst Rado, Handelsagentur (sales agent), Klopsteinplatz 3, Vienna III.

472 Transportation Arrangement

Belgium

Wishes to act as forwarding agent and

cargo superintendent to U.S. firms for incoming and outgoing traffic in port of Antwerp. Belgo Maritime s.a. (ship broker, agent, forwarder, cargo superintendent, insurance broker), 22 Arenbergstraat, Antwerp. WTD 10/10/62.

505 Farm Products, Raw Materials

Greece

Raw hides. Agency on commission basis. Panagiotis Koutsourelis (agent), Karlovassi, Samos Island.

Norway

Cattle hides, pickled, double shoulder splits 4/5 lb. without heads, trimmed, estimated thickness 1.6/1.8 mm., footage 5 ft. up; nonpickled shoulders, bellies, butts. M. Larsen Kroghen & Co. A/S (manufacturer's agent), 4 Jernbanetorvet, Oslo. WTD 10/16/62.

Leads for Importers

Commodities are offered direct unless specified.

191 Guns

Italy

Hunting guns. Le Armerie Italiane dei Fratelli GAMBA (manufacturer), Gardone Val Trempia, Brescia. WTD 9/24/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Belgium

Fish products; smoked, dried, frozen, preserved. Aug. Van Den Abeele & Sons, Ltd. (importer, exporter, wholesaler, processor), 48 Pathoekweg, Brugge. WTD 10/10/62.

225 Knitting Mill Products

France

Ladies' dressing, night gowns, brushed wool ("tissu des Pyrenees"), available in different colors, related garments, knit goods; good quality. Direct or through agent. Ets. Berchon & Fils (manufacturer, exporter, wholesaler), 18 rue Gambetta, Nay, Basses-Pyrenees. WTD 10/19/62. Samples and photographs. ★

233 Dresses

France

Women's garments. Ets. Robert Franck & Cie. (commission merchant, exporter, importer), 23 rue d'Hauteville, Paris 10e. WTD 9/4/62.

249 Wood Products

Hong Kong

Rattan basketware. Grand Sales, Ltd. (exporter, wholesaler), 225 Man Yee Bldg., P.O. Box 315. WTD 1/2/61.

251 Household Furniture

Hong Kong

Rattan furniture. Grand Sales, Ltd. exporter, wholesaler), 225 Man Yee Bldg., P.O. Box 315. WTD 1/2/61. Price list and photographs. ★

259 Miscellaneous Furniture

Mexico

Clinic, hospital furniture, equipment; household, school, office furniture, metal bookcases. Lorenzo Garibaldi, Jr. (exporter, wholesaler, retailer), Serdan y Guerrero, Hermosillo, Sonora. WTD 9/21/62.

289 Miscellaneous Chemicals

Germany

Laboratory chemicals (deuterated compounds). Roth-Chemie GmbH. (manufacturer, exporter), 28 Herrenstrasse, Karlsruhe/Baden. WTD 10/24/62. Price list. ★

307 Miscellaneous Plastic Products

France

Plastic toys: Small, inexpensive plastic toys of type placed in packages of household soaps, detergents, breakfast foods, for publicity purposes. S.O.M.A.T.R.A. (manufacturer, wholesaler), pl. Bois Luzy, Marseille, 12eme. WTD 4/12/62.

381 Engineering Instruments

Germany

Leveling instruments: Engineers' levels, tachymeters, builders' dumpy levels, tilting levels. Direct or through agents. Theis & Co. KG-Optische Fabrik (manufacturer), Wolzhausen, Krs. Biedenkopf. WTD 6/2/58.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

Gustav Alfred Gilbert, representing Crystal Recovery Co., Ltd., 131-35 Frederick St., Welland, interested in export of **apricot kernels** to U.S. and import of U.S. **agricultural chemicals**; also agency for agricultural chemicals (herbicides, pesticides, related lines). Nov. 23 via San Francisco for 1 month; c/o Dr. P. Curtis, 2708 E. Overlook Rd., Cleveland Heights 6, Ohio, Nov. 24-30; c/o E. Boschan, 5170 34th St., NW., Washington, D.C., Dec. 1-17. Itinerary: San Francisco, Chicago, Cleveland, Washington, New York, Los Angles.

Jack Joseph Waterford, representing Chevron Hotel, Ltd., Surfers Paradise, Queensland, interested in **machinery for manufacturing nylon watch bands.** Nov. 11 via San Francisco for about 4 months; c/o Australian Consulate General, 153 Kearny St., San Francisco. Itinerary: San Francisco, Chicago, New York, Los Angeles.

England

Patrick McCrossan, representing Stoppafire, Ltd., 47 Davies St., London, W.1., interested in joint venture arrangement with U.S. firm for manufacture and distribution of Stoppafire **firefighting equipment**—hand fire extinguishers made from plastics of various kinds and containing a new type of CO_2 cartridge refillable by customer. Nov. 19 via New York for 3 days; c/o U.S. Department of Commerce Field Office, 350 Fifth Ave., New York. Itinerary: New York.

Germany

Dr. Hans Lehmann, representing Dreiturm-Seifenindustrie GmbH., Steinau, Kreis Schluechtern (Land Hesse), interested in contacting manufacturers of **detergents, soaps, cosmetics, cleansing powders,** or **liquids, shoe polish, floor waxes.** Nov. 19 via New York for 3 weeks; c/o Fred Wolf, 33-51, 73d St., Jackson Heights 72, New York. Itinerary: New York, Chicago, possibly other cities.

Wolfgang Bastian, representing own enterprise at Alter Wall 12, Hamburg 11, interested in representing U.S. manufacturers of newly developed **chemicals** and **technical novelties.** Oct. 24 via New York for 1 month; c/o E. Holzer, Inc., 101 W. 31st St., New York. Itinerary: New York, Houston, Miami, Los Angeles, San Francisco.

Ireland

John J. O'Dwyer, representing own enterprise at Kilnamanagh Bldgs., Dundrum, Tipperary, interested in both import and export of **steel plates** and **plastic roof lighting;** also technical information on plastic roof lighting and steel construction. Nov. 6 via New York for 6 weeks; c/o Governor Clinton Hotel, New York; Burlington House, Washington; Casablanca Hotel, Miami. Itinerary: New York, Washington, Miami.

Italy

Marco Filippi, representing Garland Italiana, S.r.l., Via Pomba, 15, Turin, interested in buying special types of **paints** and obtaining related manufacturing license; also securing representation for Italy of U.S. companies manufacturing **tools for mechanical industry.** Nov. 10 via New York for about 3 weeks; c/o SIM Meccanica, 11 W. 32d St., New York. Itinerary: New York, Chicago, Cleveland, Washington.

Messrs. Giorgio Vascellari and Mario de Pra, representing Sosvi, S.p.A., Via Ulpiano Domizio 1, Milan, interested in contacting U.S. manufacturers with view to arranging joint venture and/or licensing agreement in Italy for manufacture of **magnesium** and its **alloys** and **prefabricated concrete units for bridges, road and industrial construction.** Sometime in Nov. via New York for 1 month; c/o Statler Hilton Hotel, New York. Itinerary: New York, Cleveland, Chicago, Pittsburgh.

Netherlands

J. H. Schreurs, representing B. Nieboer & Zn. N.V., 6 Paulus Potterstraat, Groningen, interested in contacting manufacturers of **automatic and pneumatic paint-spraying machinery.** Oct. 22 via New York for 2 months; c/o Pacific Marine Supply Co., 4420 14th Ave., Seattle 7 (Attention: Neal Slayton). Itinery: New York, Boston, Seattle, San Francisco, Los Angeles, Houston, New Orleans, Jacksonville.

Norway

Arne Sigvald Moen, representing Mons Brynhildsrud, 12 Storgaten, Oslo, interested in purchasing **instruments** and **equipment for automation** in **canning and refrigeration industries.** Oct. 16 via New York for 6 weeks; c/o Norwegian Consulate, New

York, N.Y. Itinerary: New York, Rochester, Cleveland, Washington.

Arne Johan Fribu, representing Fred Olson Air Transport, Ltd. (Fred Olsen Flyselskap A/S), 2 Prinsensgate, Oslo, interested in purchasing **aircraft spare parts and equipment.** Early Nov. via West Coast port for 3 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Chicago, Denver, Los Angeles, San Francisco.

Pakistan

M. Z. Ghauri, representing Dominion Asia, Ltd., 220 Jubilee Rd., Chittagong, East Pakistan, interested in buying and obtaining agency franchises for **iron and steel materials** including sheets, wires, and rolled products; **industrial machinery;** and **edible oils** including cottonseed and soybean oil. Mid-Nov. via New York for 3 weeks; c/o Pan American Airways, New York, N.Y. Itinerary: New York, San Francisco, Chicago.

Scotland

Lord Provost McManus of Dundee and H. B. Pirie, president of Dundee Chamber of Commerce, interested in discussing opportunities for establishment of **manufacturing facilities** in Dundee and expansion of existing industries. Nov. 20 for about 3 weeks; c/o Department of Commerce Field Offices in cities on itinerary: New York, Boston, Hartford, Philadelphia, Washington, Dayton, Chicago, Seattle, Los Angeles.

South Africa

Magnus H. Minnaar, representing Magnus Mesnard S.A. Pty., Ltd., P.O. Box 3772, Cape Town, interested in exporting **fluorspar** to U.S.; also seeks technical information on manufacture of **cryolite.** End of Oct. via New York for 1 month; c/o American Express, New York, N.Y. Itinerary: New York, Oakland, San Francisco, Seattle, Washington, Chicago.

Construction Projects

Supplementary information on items followed by (★) and on NATO projects is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan. ★

BARBADOS—Government considering participation in construction of plant to manufacture **fiberboard** from bagasse. Local demand for product limited, necessitating dependence on export markets, especially U.S.

FINLAND—Preliminary discussions held within government on construction of experimental **atomic power reactor,** possibly of 20 mw. Present plans for government-owned electric power company, Imatra Voima Oy, to build plant, and most machinery and equipment to be built by Finnish firms.

GREECE—Construction project in Greece, estimated cost over $600,000, opened to U.S. bidders under NATO international competitive bidding procedure calling for construction of **dispersal area** at Larissa Airfield. Work includes buildings, roads, hardstands, other items. Bid deadline Jan. 3, 1963; work scheduled for completion within 450 days from signing of contract. Interest in bidding should be expressed before Nov. 19 to General Air Staff, Ministry of Defense, Directorate C4/GAS, Athens, enclosing information on technical and financial qualifications. Bid documents to be available about Nov. 21 to qualified firms through channels established for forwarding classified material.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Dairy Producers—Peru.
Instrument, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Ceylon.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Republic of South Africa.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—El Salvador.
Motor Bus Lines and Transport Companies—Norway.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Chile.
Office Supplies and Equipment, Stationery and Paper Importers and Dealers—Peru.
Printers, Lithographers, Engravers, and Publishers—Italy.

U.A.R. extends bid date on irrigation system

The Director General, Power & Machinery Department, Egyptian Desert Development Organization, 70 El Gamhouria St., Cairo, has announced that the bid deadline for the Mariut irrigation system has been extended from Nov. 3 to Dec. 30. (INTERNATIONAL COMMERCE, Oct. 15, p. 36.)

The bids are for the design, manufacture of materials and machinery, delivery, erection, and testing at site of 5 electric pumping stations and their related transformer stations.

Copies of the specifications and bid documents may be obtained for $45 each from the Commercial Office, Embassy of the U.A.R., 2215 Wyoming Ave., NW., Washington 8, D.C.

A copy of the bid documents, including drawings, may be examined at the General Industrial Equipment & Components Division, BDSA, Room 4130, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Oil blending plant bid date extended by U.A.R.

The Société Cooperative des Petroles, 94 Kasr el Aini St., Cairo, has advised that the bid deadline on the blending plant has been extended from Oct. 1 to Dec. 1. (INTERNATIONAL COMMERCE, Aug. 27, p. 20.)

The unit will blend 20,000 tons of lubricating oils a year and is comprised of blending tanks, pumps, and scales for blending and for filling 90,000 180 kg. drums a year, 36,000 17 kg. tins a year, 370,000 4 kg. cans a year, and 2 million 1 kg. cans a year.

Copies of the bid documents are available on loan from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WO 7-5589).

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Calendar *for international traders*

November

12—Luncheon Meeting of Dental Manufacturers and Dealers Assn. of America, **Chicago, Ill.** Subject: "The Common Market."

13—Utah Export Expansion Day Conference, **Salt Lake City, Utah.** Sponsor: College of Business, University of Utah.

13—Export Trade Conference, **Baltimore, Md.** Sponsors: Maryland Port Authority and Chamber of Commerce and Industry and City of Baltimore.

13—National Electrical Manufacturers' Assn.-Insulating Materials Division. Shoreham Hotel, **Washington, D.C.** Speaker: Jack N. Behrman, Asst. Secretary of Commerce for International Affairs.

13—Dinner Meeting of the Springfield Export Sales Managers' Assn., Tobacco Valley Inn and Motor Lodge, **Windsor, Conn.**

14—Luncheon meeting, Far East America Council. **New York, N.Y.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce, U.S. Department of Commerce.

14—Minnesota World Trade Assn. regular monthly dinner meeting. Minneapolis Athletic Club. **Minneapolis, Minn.**

14—Profits in Export Conference, Arlington Hotel, **Binghamton, N.Y.** Sponsors: Chambers of Commerce, of Binghamton, Elmira, Endicott, Johnson City, Ithaca, Norwich; U.S. Department of Commerce, Small Business Administration, New York State Department of Commerce.

14—Northwestern University School of Business Panel, **Evanston, Ill.** Sponsor: Northwestern University School of Business Topic: "How Can U.S. Firms Successfully Compete Abroad."

14—Central Illinois Industrial Association, **Peoria, Ill.** Sponsor: Small Business Administration.

20—Monthly meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau, Hotel Sheraton-Montrose, World Trade Club, **Cedar Rapids, Iowa.** Topic: Trade promotional facilities of the Department of Commerce.

20—Monthly Dinner Meeting of World Trade Club of Greater Providence Chamber of Commerce, The Old Canteen, Atwells Avenue, **Providence, R.I.**

20—Luncheon Meeting, Finnish-American Chamber of Commerce, **New York, N.Y.**

20—Meeting of the World Trade Club, **Memphis, Tenn.,** Claridge Hotel.

20—Monthly Luncheon Meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Topic: "The Common Market".

30-1—North Carolina Statewide Workshop. **Chapel Hill, N.C.** Speakers: Henry G. Sheehy, President, Foreign Credit Insurance Assn. and James Bush, Director, Export-Import Bank.

December

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

5—Panel on the "Economic Future of Japan." Sponsor: DePaul University, **Chicago, Ill.**

5—Southeastern Massachusetts Conference on Profits in Export, Lewis Lodge, **Taunton, Mass.** Sponsors: Taunton Area Association of Commerce, Brockton Chamber of Commerce, Fall River Chamber of Commerce, New Bedford Chamber of Commerce, and Attleboro Chamber of Commerce.

7—American Economic Association Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't. Sec'y. of Commerce for International Affairs.

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

January

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

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